

Ellen Garbarino

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.

25
papers

3,062
citations

17
h-index

25
g-index

25
ext. papers

3,366
ext. citations

4.1
avg, IF

5.39
L-index

#	Paper	IF	Citations
25	The Different Roles of Satisfaction, Trust, and Commitment in Customer Relationships. <i>Journal of Marketing</i> , 1999 , 63, 70	11	1736
24	Gender differences in the perceived risk of buying online and the effects of receiving a site recommendation. <i>Journal of Business Research</i> , 2004 , 57, 768-775	8.7	540
23	Dynamic pricing in internet retail: Effects on consumer trust. <i>Psychology and Marketing</i> , 2003 , 20, 495-513	3.9	124
22	Digit ratios (2D:4D) as predictors of risky decision making for both sexes. <i>Journal of Risk and Uncertainty</i> , 2011 , 42, 1-26	3.1	81
21	Consumer response to norm-breaking pricing events in e-commerce. <i>Journal of Business Research</i> , 2010 , 63, 1066-1072	8.7	64
20	Blue and Red Voices: Effects of Political Ideology on Consumers' Complaining and Disputing Behavior. <i>Journal of Consumer Research</i> , 2017 , 44, 477-499	6.3	63
19	Customers of performing arts organisations: are subscribers different from nonsubscribers?. <i>International Journal of Nonprofit and Voluntary Sector Marketing</i> , 2001 , 6, 61-77	0.6	56
18	The Market for Blood. <i>Journal of Economic Perspectives</i> , 2014 , 28, 177-96	9.9	52
17	. <i>Experimental Economics</i> , 2008 , 11, 134-153	2.1	51
16	The robustness of trust and reciprocity across a heterogeneous U.S. population. <i>Journal of Economic Behavior and Organization</i> , 2009 , 69, 226-240	1.6	49
15	Opting-in: Participation bias in economic experiments. <i>Journal of Economic Behavior and Organization</i> , 2013 , 90, 43-70	1.6	47
14	Interrelationships and distinct effects of internal reference prices on perceived expensiveness and demand. <i>Psychology and Marketing</i> , 2003 , 20, 227-248	3.9	41
13	The Effect of Price History on Demand as Mediated by Perceived Price Expensiveness. <i>Journal of Business Research</i> , 1999 , 45, 1-14	8.7	32
12	Effects of consumer goals on attribute weighting, overall satisfaction, and product usage. <i>Psychology and Marketing</i> , 2001 , 18, 929-949	3.9	30
11	Metacognitions about Consumer Protection and Individual Responsibility in the Credit Card Domain. <i>Journal of Public Policy and Marketing</i> , 2013 , 32, 32-44	3.8	22
10	Loss aversion and lying behavior. <i>Journal of Economic Behavior and Organization</i> , 2019 , 158, 379-393	1.6	18
9	Waiting To Give: Stated and Revealed Preferences. <i>Management Science</i> , 2017 , 63, 3672-3690	3.9	17

8	Similarities and differences between stockpiling and reference effects. <i>Managerial and Decision Economics</i> , 2009 , 30, 351-371	1.1	13
7	A method to estimate mean lying rates and their full distribution. <i>Journal of the Economic Science Association</i> , 2018 , 4, 136-150	1.2	8
6	The multidimensional effects of a small gift: Evidence from a natural field experiment. <i>Economics Letters</i> , 2013 , 120, 83-86	1.3	5
5	Political Ideology and Consumer Research beyond Complaining Behavior: A Response to the Commentaries. <i>Journal of Consumer Research</i> , 2017 , 44, 511-518	6.3	4
4	Give blood today or save lives tomorrow: Matching decision and message construal level to maximize blood donation intentions. <i>Health Marketing Quarterly</i> , 2017 , 34, 175-186	1.1	4
3	Redesigning the Market for Volunteers: A Donor Registry. <i>Management Science</i> , 2020 , 66, 3528-3541	3.9	3
2	Preferences and decision errors in the winner's curse. <i>Journal of Risk and Uncertainty</i> , 2007 , 34, 241-257	3.1	1
1	Don't call us, we'll call you: Considering cognitive and physical effort in designing effective response systems to manage extended in-process wait. <i>Psychology and Marketing</i> , 2020 , 37, 398-407	3.9	1