

Nicolas GuÃ©guen

List of Publications by Year in descending order

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Version: 2024-02-01

180
papers

3,496
citations

126907

33
h-index

206112

48
g-index

188
all docs

188
docs citations

188
times ranked

2183
citing authors

#	ARTICLE	IF	CITATIONS
1	Odors and consumer behavior in a restaurant. <i>International Journal of Hospitality Management</i> , 2006, 25, 335-339.	8.8	146
2	A pedestrian's stare and drivers' stopping behavior: A field experiment at the pedestrian crossing. <i>Safety Science</i> , 2015, 75, 87-89.	4.9	126
3	Domestic Dogs as Facilitators in Social Interaction: An Evaluation of Helping and Courtship Behaviors. <i>Anthrozoos</i> , 2008, 21, 339-349.	1.4	94
4	"Green Altruism". <i>Environment and Behavior</i> , 2016, 48, 324-342.	4.7	87
5	Sound Level of Environmental Music and Drinking Behavior: A Field Experiment With Beer Drinkers. <i>Alcoholism: Clinical and Experimental Research</i> , 2008, 32, 1795-1798.	2.4	81
6	Clothing Color and Tipping. <i>Journal of Hospitality and Tourism Research</i> , 2014, 38, 275-280.	2.9	63
7	Foot-in-the-Door and Door-in-the-Face: A Comparative Meta-Analytic Study. <i>Psychological Reports</i> , 2005, 96, 122-128.	1.7	62
8	Tactile Contact and Evaluation of the Toucher. <i>Journal of Social Psychology</i> , 2007, 147, 441-444.	1.5	62
9	Mimicry and Propagation of Prosocial Behavior in a Natural Setting. <i>Psychological Reports</i> , 2011, 108, 599-605.	1.7	62
10	Retail salespeople's mimicry of customers: Effects on consumer behavior. <i>Journal of Retailing and Consumer Services</i> , 2011, 18, 381-388.	9.4	61
11	The effect of touch on tipping: an evaluation in a French bar. <i>International Journal of Hospitality Management</i> , 2005, 24, 295-299.	8.8	59
12	Nonverbal Encouragement of Participation in a Course: the Effect of Touching. <i>Social Psychology of Education</i> , 2004, 7, 89-98.	2.5	55
13	Tactile Contact and Spontaneous Help: An Evaluation in a Natural Setting. <i>Journal of Social Psychology</i> , 2003, 143, 785-787.	1.5	54
14	Touch, Awareness of Touch, and Compliance with a Request. <i>Perceptual and Motor Skills</i> , 2002, 95, 355-360.	1.3	53
15	Sound Level of Background Music and Alcohol Consumption: An Empirical Evaluation. <i>Perceptual and Motor Skills</i> , 2004, 99, 34-38.	1.3	53
16	Waitresses' facial cosmetics and tipping: A field experiment. <i>International Journal of Hospitality Management</i> , 2010, 29, 188-190.	8.8	53
17	Hair color and wages: Waitresses with blond hair have more fun. <i>Journal of Socio-Economics</i> , 2012, 41, 370-372.	1.0	53
18	The effect of smiling on helping behavior: Smiling and good Samaritan behavior. <i>Communication Reports</i> , 2003, 16, 133-140.	1.0	52

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19	Effects of songs with prosocial lyrics on tipping behavior in a restaurant. <i>International Journal of Hospitality Management</i> , 2010, 29, 761-763.	8.8	52
20	Coffee cup color and evaluation of a beverage's "warmth quality". <i>Color Research and Application</i> , 2014, 39, 79-81.	1.6	49
21	The effect of touch on compliance with a restaurant's employee suggestion. <i>International Journal of Hospitality Management</i> , 2007, 26, 1019-1023.	8.8	48
22	Mimicry and seduction: An evaluation in a courtship context. <i>Social Influence</i> , 2009, 4, 249-255.	1.6	47
23	The receptivity of women to courtship solicitation across the menstrual cycle: A field experiment. <i>Biological Psychology</i> , 2009, 80, 321-324.	2.2	47
24	Menstrual cycle phases and female receptivity to a courtship solicitation: an evaluation in a nightclub. <i>Evolution and Human Behavior</i> , 2009, 30, 351-355.	2.2	46
25	Lipstick and tipping behavior: When red lipstick enhance waitresses tips. <i>International Journal of Hospitality Management</i> , 2012, 31, 1333-1335.	8.8	46
26	Touch, Compliance, and Awareness of Tactile Contact. <i>Perceptual and Motor Skills</i> , 2007, 104, 581-588.	1.3	44
27	A pedestrian's smile and drivers' behavior: When a smile increases careful driving. <i>Journal of Safety Research</i> , 2016, 56, 83-88.	3.6	43
28	Effect on Tipping of Barman Drawing a Sun on the Bottom of Customers' Checks. <i>Psychological Reports</i> , 2000, 87, 223-226.	1.7	41
29	Color and women hitchhikers' attractiveness: Gentlemen drivers prefer red. <i>Color Research and Application</i> , 2012, 37, 76-78.	1.6	40
30	Effects of Solicitor Sex and Attractiveness on Receptivity to Sexual Offers: A Field Study. <i>Archives of Sexual Behavior</i> , 2011, 40, 915-919.	1.9	36
31	Mimicry and Helping Behavior: An Evaluation of Mimicry on Explicit Helping Request. <i>Journal of Social Psychology</i> , 2011, 151, 1-4.	1.5	36
32	An Evaluation of Touch on a Large Request: A Field Setting. <i>Psychological Reports</i> , 2002, 90, 267-269.	1.7	34
33	Fund-Raising on the Web: The Effect of an Electronic Foot-in-the-Door on Donation. <i>Cyberpsychology, Behavior and Social Networking</i> , 2001, 4, 705-709.	2.2	31
34	"I'm free but I'll comply with your request: generalization and multidimensional effects of the "evoking freedom" technique. <i>Journal of Applied Social Psychology</i> , 2013, 43, 116-137.	2.0	31
35	Direct Look Versus Evasive Glance and Compliance With a Request. <i>Journal of Social Psychology</i> , 2002, 142, 393-396.	1.5	30
36	The Effect of Physical Distance Between Patrons and Servers on Tipping. <i>Journal of Hospitality and Tourism Research</i> , 2012, 36, 25-31.	2.9	30

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37	Induced Reminiscence of Love and Chivalrous Helping. <i>Current Psychology</i> , 2009, 28, 202-209.	2.8	29
38	â€œLove is in the airâ€™: congruence between background music and goods in a florist. <i>International Review of Retail, Distribution and Consumer Research</i> , 2009, 19, 75-79.	2.0	29
39	Effects of a Tattoo on Menâ€™s Behavior and Attitudes Towards Women: An Experimental Field Study. <i>Archives of Sexual Behavior</i> , 2013, 42, 1517-1524.	1.9	29
40	Color and cyberâ€œattractiveness: Red enhances men's attraction to women's internet personal ads. <i>Color Research and Application</i> , 2013, 38, 309-312.	1.6	28
41	Enhanced female attractiveness with use of cosmetics and male tipping behavior in restaurants. <i>Journal of Cosmetic Science</i> , 2011, 62, 283-90.	0.1	28
42	Improving medication adherence by using practitioner nonverbal techniques: a field experiment on the effect of touch. <i>Journal of Behavioral Medicine</i> , 2010, 33, 466-473.	2.1	26
43	Similarity and Helping Behavior on the Web: The Impact of the Convergence of Surnames Between a Solicitor and a Subject in a Request Made by E-Mail ¹ . <i>Journal of Applied Social Psychology</i> , 2005, 35, 423-429.	2.0	25
44	Menâ€™s Social Status and Attractiveness. <i>Swiss Journal of Psychology</i> , 2012, 71, 157-160.	0.9	25
45	Effect of a Perfume on Prosocial Behavior of Pedestrians. <i>Psychological Reports</i> , 2001, 88, 1046-1048.	1.7	24
46	Bust Size and Hitchhiking: A Field Study. <i>Perceptual and Motor Skills</i> , 2007, 105, 1294-1298.	1.3	24
47	Courtship compliance: The effect of touch on women's behavior. <i>Social Influence</i> , 2007, 2, 81-97.	1.6	24
48	Makeup and Menstrual Cycle: Near Ovulation, Women Use More Cosmetics. <i>Psychological Record</i> , 2012, 62, 541-548.	0.9	24
49	Hitchhikers' Smiles and Receipt of Help. <i>Psychological Reports</i> , 2004, 94, 756-760.	1.7	23
50	Weather and Helping: Additional Evidence of the Effect of the Sunshine Samaritan. <i>Journal of Social Psychology</i> , 2013, 153, 123-126.	1.5	23
51	Semantically Induced Memories of Love and Helping Behavior. <i>Psychological Reports</i> , 2008, 102, 418-424.	1.7	22
52	Women's bust size and men's courtship solicitation. <i>Body Image</i> , 2007, 4, 386-390.	4.3	21
53	Gait and menstrual cycle: Ovulating women use sexier gaits and walk slowly ahead of men. <i>Gait and Posture</i> , 2012, 35, 621-624.	1.4	21
54	Hitchhiking Women's Hair Color. <i>Perceptual and Motor Skills</i> , 2009, 109, 941-948.	1.3	20

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55	Tattoos, Piercings, and Alcohol Consumption. <i>Alcoholism: Clinical and Experimental Research</i> , 2012, 36, 1253-1256.	2.4	20
56	Sequential Request Strategy: Effect on Donor Generosity. <i>Journal of Social Psychology</i> , 1999, 139, 669-671.	1.5	19
57	The Combined Effect of the Foot-in-the-Door Technique and the "But You Are Free" Technique: An Evaluation on the Selective Sorting of Household Wastes. <i>Ecopsychology</i> , 2010, 2, 231-237.	1.4	19
58	When Drivers See Red: Car Color Frustrators and Drivers' Aggressiveness. <i>Aggressive Behavior</i> , 2012, 38, 166-169.	2.4	19
59	Induced Cognitions of Love and Helpfulness to Lost Persons. <i>Social Behavior and Personality</i> , 2009, 37, 1213-1220.	0.6	18
60	Presence of Various Figurative Cues on a Restaurant Table and Consumer Choice: Evidence for an Associative Link. <i>Journal of Foodservice Business Research</i> , 2011, 14, 47-52.	2.3	18
61	Similarity and Social Interaction: When Similarity Fosters Implicit Behavior Toward a Stranger. <i>Journal of Social Psychology</i> , 2011, 151, 671-673.	1.5	18
62	The effect of menu labels associated with affect, tradition and patriotism on sales. <i>Food Quality and Preference</i> , 2012, 23, 86-88.	4.6	18
63	Valentine Street Promotes Chivalrous Helping. <i>Swiss Journal of Psychology</i> , 2010, 69, 169-172.	0.9	18
64	Request Solicitation and Semantic Evocation of Freedom: An Evaluation in a Computer-Mediated Communication Context. <i>Perceptual and Motor Skills</i> , 2002, 95, 208-212.	1.3	17
65	Men's Sense of Humor and Women's Responses to Courtship Solicitations: An Experimental Field Study. <i>Psychological Reports</i> , 2010, 107, 145-156.	1.7	17
66	"Say it with flowers": The effect of flowers on mating attractiveness and behavior. <i>Social Influence</i> , 2011, 6, 105-112.	1.6	16
67	Low-Ball and Compliance to a Request: An Application in a Field Setting. <i>Psychological Reports</i> , 2002, 91, 81-84.	1.7	15
68	The Effect of Women's Suggestive Clothing on Men's Behavior and Judgment: A Field Study. <i>Psychological Reports</i> , 2011, 109, 635-638.	1.7	15
69	Nine-ending prices and consumer's behavior: A field study in a restaurant. <i>International Journal of Hospitality Management</i> , 2009, 28, 170-172.	8.8	14
70	Words as Environmental Cues: The Effect of the Word "Loving" on Compliance to a Blood Donation Request. <i>Journal of Psychology: Interdisciplinary and Applied</i> , 2012, 146, 455-470.	1.6	14
71	Dead indoor plants strengthen belief in global warming. <i>Journal of Environmental Psychology</i> , 2012, 32, 173-177.	5.1	14
72	Using Mimicry to Elicit Answers to Intimate Questions in Survey Research. <i>Field Methods</i> , 2013, 25, 47-57.	0.8	14

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73	The Positive Effect of the Mere Presence of a Religious Symbol on Compliance With an Organ Donation Request. <i>Social Marketing Quarterly</i> , 2015, 21, 92-99.	1.7	14
74	Cross-Cultural Investigation of Compliance Without Pressure. <i>Cross-Cultural Research</i> , 2012, 46, 394-416.	2.7	13
75	The Sweet Smell of â€¦ Implicit Helping: Effects of Pleasant Ambient Fragrance on Spontaneous Help in Shopping Malls. <i>Journal of Social Psychology</i> , 2012, 152, 397-400.	1.5	13
76	Ambient scent and consumer behavior: a field study in a florist's retail shop. <i>International Review of Retail, Distribution and Consumer Research</i> , 2014, 24, 116-120.	2.0	13
77	Menâ€™s Judgment and Behavior Toward Women Wearing High Heels. <i>Journal of Human Behavior in the Social Environment</i> , 2015, 25, 416-425.	1.9	13
78	Imitation in Mediation: Effects of the Duration of Mimicry on Reaching Agreement. <i>Social Behavior and Personality</i> , 2014, 42, 189-195.	0.6	12
79	Commitment, crime, and the responsive bystander: effect of the commitment form and conformism. <i>Psychology, Crime and Law</i> , 2015, 21, 1-8.	1.0	12
80	â€œI am sure youâ€™ll succeedâ€¦ When a teacherâ€™s verbal encouragement of success increases childrenâ€™s academic performance. <i>Learning and Motivation</i> , 2015, 52, 54-59.	1.2	12
81	SOCIAL LABELING AND COMPLIANCE: AN EVALUATION OF THE LINK BETWEEN THE LABEL AND THE REQUEST. <i>Social Behavior and Personality</i> , 2001, 29, 743-748.	0.6	11
82	The effect of the word â€œloveâ€¦ on compliance to a request for humanitarian aid: An evaluation in a field setting. <i>Social Influence</i> , 2011, 6, 249-258.	1.6	11
83	The effect of employeesâ€™ verbal mimicry on tipping. <i>International Journal of Hospitality Management</i> , 2013, 35, 109-111.	8.8	11
84	Sollicitation de participation Ã une enquÃªte par courriel: Effet de la prÃ©sence sociale de l'attrait physique du demandeur sur le taux de rÃ©ponse.. <i>Canadian Journal of Behavioural Science</i> , 2003, 35, 84-96.	0.6	10
85	Cultural Differences in Altruistic Behavior: Quasi Replication of Uranowitz's â€œFoot-in-the-Door with Implicit Demandâ€¦ <i>Psychological Reports</i> , 2004, 94, 767-770.	1.7	10
86	â€œSay it â€¦ Near the Flower Shopâ€¦ Further Evidence of the Effect of Flowers on Mating. <i>Journal of Social Psychology</i> , 2012, 152, 529-532.	1.5	10
87	Foot-in-the-door and problematic requests: A field experiment. <i>Social Influence</i> , 2013, 8, 46-53.	1.6	10
88	Hitchhiking and the â€œSunshine Driverâ€™: Further Effects of Weather Conditions on Helping Behavior. <i>Psychological Reports</i> , 2013, 113, 994-1000.	1.7	10
89	Judgments toward women wearing high heels: a forced-choice evaluation. <i>Fashion and Textiles</i> , 2016, 3, .	2.4	10
90	EFFECT ON TIPPING OF BARMAN DRAWING A SUN ON THE BOTTOM OF CUSTOMERS' CHECKS. <i>Psychological Reports</i> , 2000, 87, 223.	1.7	10

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91	Foot-in-the-Door Technique Using a Courtship Request: A Field Experiment. <i>Psychological Reports</i> , 2008, 103, 529-534.	1.7	9
92	The effect of a woman's incidental tactile contact on men's later behavior. <i>Social Behavior and Personality</i> , 2010, 38, 257-266.	0.6	9
93	The effect of the word "Loving" on compliance to a fundraising request: evidence from a French field study. <i>International Journal of Nonprofit and Voluntary Sector Marketing</i> , 2011, 16, 371-380.	0.8	9
94	Helping with All Your Heart: The Effect of Cardioids Cue on Compliance to a Request for Humanitarian Aid. <i>Social Marketing Quarterly</i> , 2011, 17, 2-11.	1.7	9
95	Tattoos, Piercings, and Sexual Activity. <i>Social Behavior and Personality</i> , 2012, 40, 1543-1547.	0.6	9
96	Hair Color and Courtship: Blond Women Received More Courtship Solicitations and Redhead Men Received More Refusals. <i>Psychological Studies</i> , 2012, 57, 369-375.	1.0	9
97	"Even a single marble will make him/her happy" Further evidence and extension of the legitimizing paltry contribution technique on helping. <i>Social Influence</i> , 2013, 8, 18-26.	1.6	9
98	Exposure to altruism quotes and tipping behavior in a restaurant. <i>International Journal of Hospitality Management</i> , 2013, 32, 299-301.	8.8	9
99	The Effect of Facial Makeup on the Frequency of Drivers Stopping for Hitchhikers. <i>Psychological Reports</i> , 2013, 113, 97-101.	1.7	9
100	Weather and courtship behavior: A quasi-experiment with the flirty sunshine. <i>Social Influence</i> , 2013, 8, 312-319.	1.6	9
101	Tattoo, piercing, and adolescent tobacco consumption. <i>International Journal of Adolescent Medicine and Health</i> , 2013, 25, 87-89.	1.3	8
102	Communicating with All Your Heart: Flyer with a Cardioid Shape and Receptivity to a Request for Humanitarian Aid. <i>Communication Reports</i> , 2013, 26, 39-46.	1.0	8
103	The Effect of Employees'™ Clothing Appearance on Tipping. <i>Journal of Foodservice Business Research</i> , 2014, 17, 483-486.	2.3	8
104	Using verbal attention to enhance restaurant customer satisfaction and behavior. <i>International Journal of Hospitality Management</i> , 2014, 39, 50-52.	8.8	8
105	How proof of previous donations influences compliance with a donation request: three field experiments. <i>International Review on Public and Nonprofit Marketing</i> , 2018, 15, 1-8.	2.0	8
106	The effect of a practitioner's touch on a patient's medication compliance. <i>Psychology, Health and Medicine</i> , 2009, 14, 689-694.	2.4	7
107	She Wore Something in Her Hair: The Effect of Ornamentation on Tipping. <i>Journal of Hospitality Marketing and Management</i> , 2012, 21, 414-420.	8.2	7
108	The sweet smell of courtship: Effects of pleasant ambient fragrance on women's receptivity to a man's courtship request. <i>Journal of Environmental Psychology</i> , 2012, 32, 123-125.	5.1	7

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109	Cues of Men's Parental Investment and Attractiveness for Women: A Field Experiment. <i>Journal of Human Behavior in the Social Environment</i> , 2014, 24, 296-300.	1.9	7
110	Low-ball and compliance: Commitment even if the request is a deviant one. <i>Social Influence</i> , 2014, 9, 162-171.	1.6	7
111	L'effet d'influence du toucher sur le comportement du consommateur : deux illustrations expÃ©rimentales en extÃ©rieur. <i>Revue Des Sciences De Gestion</i> , 2001, , 123-132.	0.1	7
112	Cartoon Music in a Candy Store: A Field Experiment. <i>Psychological Reports</i> , 2007, 100, 1255-1258.	1.7	6
113	Media richness and internet exploration. <i>International Journal of Tourism Research</i> , 2010, 12, 303-305.	3.7	6
114	Similarity Facilitates Relationships on Social Networks: A Field Experiment on Facebook. <i>Psychological Reports</i> , 2013, 113, 217-220.	1.7	6
115	â€œEven a donation one time in your live will helpâ€¦â€ The effect of the legitimizing paltry contribution technique on blood donation. <i>Transfusion and Apheresis Science</i> , 2013, 49, 489-493.	1.0	6
116	â€œEven a Single Package of Pastas Will Help . . .â€ Nonprofit and Voluntary Sector Quarterly, 2013, 42, 828-836.	1.9	6
117	Does the Information Regarding the Ingredients Composing a Dish Influence Consumersâ€™ Decisions? An Evaluation in a Restaurant. <i>Journal of Hospitality Marketing and Management</i> , 2017, 26, 207-214.	8.2	6
118	The Effect of the Foot-in-the-Door Technique on Sales in a Computer-Mediated Field Setting. <i>Communication Research Reports</i> , 2013, 30, 63-67.	1.8	5
119	Door-in-the-Face Technique and Delay to Fulfill the Final Request: An Evaluation With a Request to Give Blood. <i>Journal of Psychology: Interdisciplinary and Applied</i> , 2014, 148, 569-576.	1.6	5
120	The Effect of the â€œEvoking Freedomâ€•Technique on an Unusual and Disturbing Request. <i>Psychological Reports</i> , 2015, 116, 936-940.	1.7	5
121	Repeating what children say positively influences their learning and motivation. <i>Learning and Motivation</i> , 2015, 52, 48-53.	1.2	5
122	Effect of an unexpected small favor on compliance with a survey request. <i>Journal of Business Research</i> , 2015, 68, 56-59.	10.2	5
123	Holding your flag: The effects of exposure to a regional symbol on people's behavior. <i>European Journal of Social Psychology</i> , 2017, 47, 539-552.	2.4	5
124	Compliments and Receptivity to a Courtship Request: A Field Experiment. <i>Psychological Reports</i> , 2013, 112, 239-242.	1.7	4
125	Handshaking and Compliance with a Request: A Door-to-Door Setting. <i>Social Behavior and Personality</i> , 2013, 41, 1585-1588.	0.6	4
126	Redesigning the Donation Box: The Effect of Animal Banks on Donations for Animal Welfare. <i>Society and Animals</i> , 2013, 21, 240-248.	0.2	4

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127	The Influence of Incidental Similarity on Self-Revelation in Response to an Intimate Survey. <i>Social Behavior and Personality</i> , 2013, 41, 353-356.	0.6	4
128	Women's Hair Color and Survey Response Rate: A Field Experiment. <i>Journal of Human Behavior in the Social Environment</i> , 2013, 23, 383-387.	1.9	4
129	The effect of compliments on customers' compliance with a food server's suggestion. <i>International Journal of Hospitality Management</i> , 2014, 40, 59-61.	8.8	4
130	L'imitation humaine: Une synthÃ©se de 50 annÃ©es de recherche en psychologie sociale.. <i>Canadian Psychology</i> , 2016, 57, 101-119.	2.1	4
131	Single exposure to the word "Loving" and implicit helping behavior. <i>Social Influence</i> , 2016, 11, 1-6.	1.6	4
132	The Effect of the Evoking Freedom Technique on Compliance with a Server's Suggestion: An Evaluation in a Restaurant. <i>Journal of Hospitality and Tourism Research</i> , 2017, 41, 635-639.	2.9	4
133	Does the sense of the geographic proximity of a requester influence donation? Three evaluations in field studies. <i>Journal of Human Behavior in the Social Environment</i> , 2018, 28, 193-203.	1.9	4
134	Labeling of previous donation to encourage subsequent donation among experienced blood donors.. <i>Health Psychology</i> , 2014, 33, 656-659.	1.6	4
135	L'effet des Ã©motions figuratifs sur le comportement de consommation : une illustration de l'influence du choix d'un plat dans un restaurant. <i>Revue Des Sciences De Gestion</i> , 2010, , 61-67.	0.0	4
136	The effect of the "evoking freedom" technique on sales in a computer-mediated field setting. <i>International Review of Retail, Distribution and Consumer Research</i> , 2012, 22, 435-437.	2.0	3
137	Weather and Smiling Contagion: A Quasi Experiment with the Smiling Sunshine. <i>Journal of Nonverbal Behavior</i> , 2013, 37, 51-55.	1.0	3
138	The Effect of the Amount Reference in the Legitimizing Paltry Contribution Technique on Altruism. <i>Communication Research Reports</i> , 2013, 30, 306-312.	1.8	3
139	Congruency between instrumental background music and behavior on a website. <i>Psychology of Music</i> , 2014, 42, 29-34.	1.6	3
140	Effect of Hair Ornamentation on Helping. <i>Psychological Reports</i> , 2014, 114, 491-495.	1.7	3
141	The effect of priming with a love concept on blood donation promise. <i>Transfusion and Apheresis Science</i> , 2014, 50, 87-91.	1.0	3
142	The Pique Then Reframe Technique: Replication and Extension of the Pique Technique. <i>Communication Research Reports</i> , 2015, 32, 143-148.	1.8	3
143	Similarity and Sensitive Topics Survey: When Similarity Elicits Answers to Intimate Questions in Survey Research. <i>Current Psychology</i> , 2015, 34, 58-65.	2.8	3
144	Door-in-the-Face and But-You-Are-Free. <i>Psychological Reports</i> , 2016, 119, 276-289.	1.7	3

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145	Promising reciprocity: When proposing a favor for a request increases compliance even if the favor is not accepted. <i>Journal of Social Psychology</i> , 2016, 156, 498-512.	1.5	3
146	La technique du leurre en situation d'achat : Impact du renforcement d'une d'cision sur le renoncement. <i>Revue Des Sciences De Gestion</i> , 2008, , 115-120.	0.0	3
147	AN EVALUATION OF TOUCH ON A LARGE REQUEST: A FIELD SETTING. <i>Psychological Reports</i> , 2002, 90, 267.	1.7	3
148	Odd versus Even Prices and Consumers' Behavior. <i>Psychological Reports</i> , 2005, 96, 1121-1122.	1.7	2
149	Effects of the Door-in-the-Face technique on restaurant customers' behavior. <i>International Journal of Hospitality Management</i> , 2011, 30, 759-761.	8.8	2
150	Women Exposure to Pleasant Ambient Fragrance and Receptivity to a Man's Courtship Request. <i>Chemosensory Perception</i> , 2011, 4, 195-197.	1.2	2
151	The Sweet Color of an Implicit Request: Women's Hair Color and Spontaneous Helping Behavior. <i>Social Behavior and Personality</i> , 2012, 40, 1099-1102.	0.6	2
152	The Impact of Patronymic Attractiveness on Employability. <i>Journal of Human Behavior in the Social Environment</i> , 2012, 22, 78-84.	1.9	2
153	Communicating with love: exposition to the love concept and donations to a humanitarian organization. <i>International Review on Public and Nonprofit Marketing</i> , 2013, 10, 175-183.	2.0	2
154	Effets d'une proc'dure incitative associ'e a une identification de l'action sur des comportements et attitudes professionnelles de salari's. <i>Psychologie Du Travail Et Des Organisations</i> , 2015, 21, 191-226.	0.3	2
155	Operationalizations of the "but you are free" technique with the word liberty and the Statue of Liberty symbol on clothes: effects on compliance-gaining. <i>Social Influence</i> , 2015, 10, 149-156.	1.6	2
156	Carrying Flowers on a City Street Increases Others' Spontaneous Helping Behavior. <i>Ecopsychology</i> , 2015, 7, 153-159.	1.4	2
157	Does the geographic proximity of products influence a consumer's decision? An evaluation in a restaurant. <i>Annals of Tourism Research</i> , 2015, 52, 169-172.	6.4	2
158	Places for Help: Micro-Level Variation in Helping Behavior toward a Stranger. <i>Psychological Reports</i> , 2015, 116, 242-248.	1.7	2
159	The Interviewer Wore a Flower in Her Hair. <i>Field Methods</i> , 2015, 27, 363-372.	0.8	2
160	When Legitimizing a Request Increases Compliance: The Legitimizing Object Technique. <i>Journal of Social Psychology</i> , 2015, 155, 541-544.	1.5	2
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