Simona Botti

List of Publications by Year
in descending order

14 papers	1,904 citations	687363 13 h-index	1058476 14 g-index
14 all docs	14 docs citations	14 times ranked	1347 citing authors

#	Article	IF	Citations
1	Consumers and Artificial Intelligence: An Experiential Perspective. Journal of Marketing, 2021, 85, 131-151.	11.3	314
2	The Locus of Choice: Personal Causality and Satisfaction with Hedonic and Utilitarian Decisions. Journal of Consumer Research, 2011, 37, 1065-1078.	5.1	250
3	The Dark Side of Choice: When Choice Impairs Social Welfare. Journal of Public Policy and Marketing, 2006, 25, 24-38.	3.4	237
4	The Psychological Pleasure and Pain of Choosing: When People Prefer Choosing at the Cost of Subsequent Outcome Satisfaction.. Journal of Personality and Social Psychology, 2004, 87, 312-326.	2.8	230
5	Power and Choice. Psychological Science, 2011, 22, 1042-1048.	3.3	170
6	Tragic Choices: Autonomy and Emotional Responses to Medical Decisions. Journal of Consumer Research, 2009, 36, 337-352.	5.1	163
7	When Choosing Is Not Deciding: The Effect of Perceived Responsibility on Satisfaction. Journal of Consumer Research, 2006, 33, 211-219.	5.1	143
8	Creating Boundary-Breaking, Marketing-Relevant Consumer Research. Journal of Marketing, 2020, 84, 1-23.	11.3	93
9	Decision speed and choice regret: When haste feels like waste. Journal of Experimental Social Psychology, 2011, 47, 533-540.	2.2	89
10	Turning the Page: The Impact of Choice Closure on Satisfaction. Journal of Consumer Research, 2013, 40, 268-283.	5.1	59
11	Choice under restrictions. Marketing Letters, 2008, 19, 183-199.	2.9	58
12	The Charity Beauty Premium: Satisfying Donors' "Want" versus "Should" Desires. Journal of Marketing Research, 2017, 54, 605-618.	4.8	57
13	Dazed and confused by choice: How the temporal costs of choice freedom lead to undesirable outcomes. Organizational Behavior and Human Decision Processes, 2010, 112, 161-171.	2.5	34
14	Seeking and Avoiding Choice Closure to Enhance Outcome Satisfaction. Journal of Consumer Research, 2018, 45, 792-809.	5.1	7