Cheryl J Wakslak

List of Publications by Year
in descending order

46 papers	4,210 citations	257101 24 h-index	329751 37 g-index
46 all docs	46 docs citations	46 times ranked	2791 citing authors

#	Article	IF	Citations
1	Construal Levels and Psychological Distance: Effects on Representation, Prediction, Evaluation, and Behavior. Journal of Consumer Psychology, 2007, 17, 83-95.	3.2	1,191
2	PROFILING AND POLICE LEGITIMACY: PROCEDURAL JUSTICE, ATTRIBUTIONS OF MOTIVE, AND ACCEPTANCE OF POLICE AUTHORITY*. Criminology, 2004, 42, 253-282.	2.0	504
3	Seeing the forest when entry is unlikely: Probability and the mental representation of events.. Journal of Experimental Psychology: General, 2006, 135, 641-653.	1.5	342
4	Construal Level Theory and Consumer Behavior. Journal of Consumer Psychology, 2007, 17, 113-117.	3.2	329
5	Moral Outrage Mediates the Dampening Effect of System Justification on Support for Redistributive Social Policies. Psychological Science, 2007, 18, 267-274.	1.8	253
6	The Effect of Construal Level on Subjective Probability Estimates. Psychological Science, 2009, 20, 52-58.	1.8	216
7	Why Feasibility Matters More to Gift Receivers than to Givers: A Construal-Level Approach to Gift Giving. Journal of Consumer Research, 2014, 41, 169-182.	3.5	163
8	Representations of the self in the near and distant future.. Journal of Personality and Social Psychology, 2008, 95, 757-773.	2.6	160
9	Cognitive consequences of affirming the self: The relationship between self-affirmation and object construal. Journal of Experimental Social Psychology, 2009, 45, 927-932.	1.3	80
10	System Justification and the Meaning of Life: Are the Existential Benefits of Ideology Distributed Unequally Across Racial Groups?. Social Justice Research, 2009, 22, 312-333.	0.6	75
11	The Use of Visual and Verbal Means of Communication Across Psychological Distance. Personality and Social Psychology Bulletin, 2013, 39, 43-56.	1.9	74
12	Construing creativity: The how and why of recognizing creative ideas. Journal of Experimental Social Psychology, 2014, 51, 81-87.	1.3	73
13	Differential information use for near and distant decisions. Journal of Experimental Social Psychology, 2010, 46, 638-642.	1.3	68
14	Selling the Forest, Buying the Trees: The Effect of Construal Level on Seller-Buyer Price Discrepancy. Journal of Consumer Research, 2013, 40, 284-297.	3.5	55
15	Using abstract language signals power.. Journal of Personality and Social Psychology, 2014, 107, 41-55.	2.6	55
16	System justification theory and the alleviation of emotional distress: Palliative effects of ideology in an arbitrary social hierarchy and in society. Advances in Group Processes, 2008, , 181-211.	0.1	51
17	Social learning across psychological distance.. Journal of Personality and Social Psychology, 2016, 110, 1-19.	2.6	47
18	The where and when of likely and unlikely events. Organizational Behavior and Human Decision Processes, 2012, 117, 150-157.	1.4	44

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19	Controllable objects seem closer.. Journal of Experimental Psychology: General, 2015, 144, 522-527.	1.5	44
20	Over the Hills and Far Away. Current Directions in Psychological Science, 2010, 19, 390-394.	2.8	42
21	Sizing Up Entrepreneurial Potential: Gender Differences in Communication and Investor Perceptions of Long-Term Growth and Scalability. Academy of Management Journal, 2021, 64, 716-740.	4.3	40
22	Communicating with the crowd: Speakers use abstract messages when addressing larger audiences.. Journal of Experimental Psychology: General, 2014, 143, 351-362.	1.5	39
23	Spreading Rationalization: Increased Support for Large-Scale and Small-Scale Social Systems Following System Threat. Social Cognition, 2011, 29, 288-302.	0.5	38
24	The experience of cognitive dissonance in important and trivial domains: A Construal-Level Theory approach. Journal of Experimental Social Psychology, 2012, 48, 1361-1364.	1.3	28
25	Gender differences in communicative abstraction.. Journal of Personality and Social Psychology, 2020, 118, 417-435.	2.6	28
26	Communicating With Distant Others. Social Psychological and Personality Science, 2016, 7, 37-44.	2.4	23
27	A meta-analytical review of brain activity associated with intertemporal decisions: Evidence for an anterior-posterior tangibility axis. Neuroscience and Biobehavioral Reviews, 2018, 86, 85-98.	2.9	23
28	The Image Realism Effect: The Effect of Unrealistic Product Images in Advertising. Journal of Advertising, 2019, 48, 251-270.	4.1	22
29	Psychological Distance and Priming: When Do Semantic Primes Impact Social Evaluations?. Personality and Social Psychology Bulletin, 2010, 36, 975-985.	1.9	18
30	Dynamic distance: Use of visual and verbal means of communication as social signals. Journal of Experimental Social Psychology, 2019, 85, 103849.	1.3	18
31	How Do We Want Others to Decide?. Personality and Social Psychology Bulletin, 2013, 39, 826-838.	1.9	17
32	Better off and far away: Reactions to others' outcomes depends on their distance. Organizational Behavior and Human Decision Processes, 2020, 156, 13-23.	1.4	13
33	On the Role of Abstraction in Global and Local Processing Phenomena. Psychological Inquiry, 2010, 21, 198-202.	0.4	11
34	Expansive and contractive communication scope: A construal level perspective on the relationship between interpersonal distance and communicative abstraction. Social and Personality Psychology Compass, 2020, 14, 271-284.	2.0	8
35	Measuring Abstract Mind-Sets Through Syntax: Automating the Linguistic Category Model. Social Psychological and Personality Science, 2020, 11, 217-225.	2.4	7
36	â€œIâ€•am more concrete than â€œweâ€• Linguistic abstraction and first-person pronoun usage.. Journal of Personality and Social Psychology, 2022, 122, 1004-1021.	2.6	5

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37	A Brief, Distance-Based Intervention Can Increase Intentions to Follow Evidence-Based Guidelines in Cancer Screening. Social Psychological and Personality Science, 2019, 10, 653-661.	2.4	4
38	The Effects of Selfâ€Awareness on Consumer Evaluation of Experiential Creation. International Journal of Consumer Studies, 0, , .	7.2	2
39	He Sees the Forest, She Sees the Trees: Gendered Construal-Level Expectations. Proceedings - Academy of Management, 2021, 2021, 14091.	0.0	0
40	Selling the Forest, Buying the Trees: Mental Representation of Endowments. Proceedings - Academy of Management, 2012, 2012, 16987.	0.0	0
41	Communicating with the Crowd: Speakers use Abstract Messages when Addressing Larger Audiences. Proceedings - Academy of Management, 2013, 2013, 12908.	0.0	0
42	Competing at What Costs? Abstraction Diminishes Engagement in Irrational Competition. Proceedings - Academy of Management, 2013, 2013, 16608.	0.0	0
43	Telltale Signs: Micromanagement Signals Insecurity and Low-levels of Leadership. Proceedings - Academy of Management, 2014, 2014, 10845.	0.0	0
44	Psychological Perspectives on Leading Organizations: Opportunities and Challenges. Proceedings - Academy of Management, 2016, 2016, 15426.	0.0	0
45	Leader gender and construal elicitation: Is he seen as more visionary than she?. Proceedings - Academy of Management, 2019, 2019, 17691.	0.0	0
46	Fairness Perceptions of Job Displacement Due to Automation and Outsourcing. Proceedings - Academy of Management, 2019, 2019, 19303.	0.0	0