

Cheryl J Wakslak

List of Publications by Year in descending order

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Version: 2024-02-01

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	â€œam 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
2	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
3	He Sees the Forest, She Sees the Trees: Gendered Construal-Level Expectations. Proceedings - Academy of Management, 2021, 2021, 14091.	0.0	0
4	Measuring Abstract Mind-Sets Through Syntax: Automating the Linguistic Category Model. Social Psychological and Personality Science, 2020, 11, 217-225.	2.4	7
5	Better off and far away: Reactions to othersâ€™ outcomes depends on their distance. Organizational Behavior and Human Decision Processes, 2020, 156, 13-23.	1.4	13
6	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
7	Gender differences in communicative abstraction.. Journal of Personality and Social Psychology, 2020, 118, 417-435.	2.6	28
8	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
9	Dynamic distance: Use of visual and verbal means of communication as social signals. Journal of Experimental Social Psychology, 2019, 85, 103849.	1.3	18
10	The Image Realism Effect: The Effect of Unrealistic Product Images in Advertising. Journal of Advertising, 2019, 48, 251-270.	4.1	22
11	Leader gender and construal elicitation: Is he seen as more visionary than she?. Proceedings - Academy of Management, 2019, 2019, 17691.	0.0	0
12	Fairness Perceptions of Job Displacement Due to Automation and Outsourcing. Proceedings - Academy of Management, 2019, 2019, 19303.	0.0	0
13	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
14	Communicating With Distant Others. Social Psychological and Personality Science, 2016, 7, 37-44.	2.4	23
15	Social learning across psychological distance.. Journal of Personality and Social Psychology, 2016, 110, 1-19.	2.6	47
16	Psychological Perspectives on Leading Organizations: Opportunities and Challenges. Proceedings - Academy of Management, 2016, 2016, 15426.	0.0	0
17	Controllable objects seem closer.. Journal of Experimental Psychology: General, 2015, 144, 522-527.	1.5	44
18	Communicating with the crowd: Speakers use abstract messages when addressing larger audiences.. Journal of Experimental Psychology: General, 2014, 143, 351-362.	1.5	39

#	ARTICLE	IF	CITATIONS
19	Using abstract language signals power.. Journal of Personality and Social Psychology, 2014, 107, 41-55.	2.6	55
20	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
21	Construing creativity: The how and why of recognizing creative ideas. Journal of Experimental Social Psychology, 2014, 51, 81-87.	1.3	73
22	Telltale Signs: Micromanagement Signals Insecurity and Low-levels of Leadership. Proceedings - Academy of Management, 2014, 2014, 10845.	0.0	0
23	The Use of Visual and Verbal Means of Communication Across Psychological Distance. Personality and Social Psychology Bulletin, 2013, 39, 43-56.	1.9	74
24	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
25	How Do We Want Others to Decide?. Personality and Social Psychology Bulletin, 2013, 39, 826-838.	1.9	17
26	Communicating with the Crowd: Speakers use Abstract Messages when Addressing Larger Audiences. Proceedings - Academy of Management, 2013, 2013, 12908.	0.0	0
27	Competing at What Costs? Abstraction Diminishes Engagement in Irrational Competition. Proceedings - Academy of Management, 2013, 2013, 16608.	0.0	0
28	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
29	The where and when of likely and unlikely events. Organizational Behavior and Human Decision Processes, 2012, 117, 150-157.	1.4	44
30	Selling the Forest, Buying the Trees: Mental Representation of Endowments. Proceedings - Academy of Management, 2012, 2012, 16987.	0.0	0
31	Spreading Rationalization: Increased Support for Large-Scale and Small-Scale Social Systems Following System Threat. Social Cognition, 2011, 29, 288-302.	0.5	38
32	On the Role of Abstraction in Global and Local Processing Phenomena. Psychological Inquiry, 2010, 21, 198-202.	0.4	11
33	Over the Hills and Far Away. Current Directions in Psychological Science, 2010, 19, 390-394.	2.8	42
34	Differential information use for near and distant decisions. Journal of Experimental Social Psychology, 2010, 46, 638-642.	1.3	68
35	Psychological Distance and Priming: When Do Semantic Primes Impact Social Evaluations?. Personality and Social Psychology Bulletin, 2010, 36, 975-985.	1.9	18
36	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

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37	Cognitive consequences of affirming the self: The relationship between self-affirmation and object construal. <i>Journal of Experimental Social Psychology</i> , 2009, 45, 927-932.	1.3	80
38	The Effect of Construal Level on Subjective Probability Estimates. <i>Psychological Science</i> , 2009, 20, 52-58.	1.8	216
39	Representations of the self in the near and distant future.. <i>Journal of Personality and Social Psychology</i> , 2008, 95, 757-773.	2.6	160
40	System justification theory and the alleviation of emotional distress: Palliative effects of ideology in an arbitrary social hierarchy and in society. <i>Advances in Group Processes</i> , 2008, , 181-211.	0.1	51
41	Moral Outrage Mediates the Dampening Effect of System Justification on Support for Redistributive Social Policies. <i>Psychological Science</i> , 2007, 18, 267-274.	1.8	253
42	Construal Levels and Psychological Distance: Effects on Representation, Prediction, Evaluation, and Behavior. <i>Journal of Consumer Psychology</i> , 2007, 17, 83-95.	3.2	1,191
43	Construal Level Theory and Consumer Behavior. <i>Journal of Consumer Psychology</i> , 2007, 17, 113-117.	3.2	329
44	Seeing the forest when entry is unlikely: Probability and the mental representation of events.. <i>Journal of Experimental Psychology: General</i> , 2006, 135, 641-653.	1.5	342
45	PROFILING AND POLICE LEGITIMACY: PROCEDURAL JUSTICE, ATTRIBUTIONS OF MOTIVE, AND ACCEPTANCE OF POLICE AUTHORITY*. <i>Criminology</i> , 2004, 42, 253-282.	2.0	504
46	The Effects of Self-Awareness on Consumer Evaluation of Experiential Creation. <i>International Journal of Consumer Studies</i> , 0, , .	7.2	2