

Juan Luis Nicolau

List of Publications by Year in descending order

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119
papers

4,290
citations

136740

32
h-index

128067

60
g-index

121
all docs

121
docs citations

121
times ranked

3030
citing authors

#	ARTICLE	IF	CITATIONS
1	Asymmetric effects of online consumer reviews. <i>Annals of Tourism Research</i> , 2015, 50, 67-83.	3.7	415
2	Price determinants of sharing economy based accommodation rental: A study of listings from 33 cities on Airbnb.com. <i>International Journal of Hospitality Management</i> , 2017, 62, 120-131.	5.3	375
3	The influence of distance and prices on the choice of tourist destinations: The moderating role of motivations. <i>Tourism Management</i> , 2006, 27, 982-996.	5.8	252
4	An open market valuation of the effects of COVID-19 on the travel and tourism industry. <i>Annals of Tourism Research</i> , 2020, 83, 102990.	3.7	151
5	The effect of innovation on hotel market value. <i>International Journal of Hospitality Management</i> , 2013, 32, 71-79.	5.3	137
6	Determinant factors of senior tourists' length of stay. <i>Annals of Tourism Research</i> , 2014, 49, 19-32.	3.7	127
7	STOCHASTIC MODELING. <i>Annals of Tourism Research</i> , 2005, 32, 49-69.	3.7	115
8	Travel decision determinants during and after COVID-19: The role of tourist trust, travel constraints, and attitudinal factors. <i>Tourism Management</i> , 2022, 88, 104428.	5.8	112
9	Heckit modelling of tourist expenditure: evidence from Spain. <i>Journal of Service Management</i> , 2005, 16, 271-293.	2.2	97
10	The impact of hotel CSR for strategic philanthropy on booking behavior and hotel performance during the COVID-19 pandemic. <i>Tourism Management</i> , 2021, 85, 104322.	5.8	91
11	The impact of dynamic price variability on revenue maximization. <i>Tourism Management</i> , 2019, 74, 224-233.	5.8	87
12	The stock market's reaction to quality certification: Empirical evidence from Spain. <i>European Journal of Operational Research</i> , 2002, 142, 632-641.	3.5	84
13	The quality of quality awards: Diminishing information asymmetries in a hotel chain. <i>Journal of Business Research</i> , 2010, 63, 832-839.	5.8	79
14	Hotels' COVID-19 innovation and performance. <i>Annals of Tourism Research</i> , 2021, 88, 103180.	3.7	79
15	A demand-driven analysis of tourist accommodation price: A quantile regression of room bookings. <i>International Journal of Hospitality Management</i> , 2015, 50, 1-8.	5.3	77
16	Characterizing Tourist Sensitivity to Distance. <i>Journal of Travel Research</i> , 2008, 47, 43-52.	5.8	75
17	Travel frequency of seniors tourists. <i>Tourism Management</i> , 2016, 53, 88-95.	5.8	73
18	Sequential choice behavior: Going on vacation and type of destination. <i>Tourism Management</i> , 2008, 29, 1023-1034.	5.8	66

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19	Understanding the dynamics of the quality of airline service attributes: Satisfiers and dissatisfiers. <i>Tourism Management</i> , 2020, 81, 104163.	5.8	65
20	Tourism Market Segmentation Based on Price Sensitivity. <i>Journal of Travel Research</i> , 2012, 51, 426-435.	5.8	58
21	Determinant Factors of Tourist Expenses. <i>Journal of Travel Research</i> , 2020, 59, 267-280.	5.8	55
22	Disruptive innovation, innovation adoption and incumbent market value: The case of Airbnb. <i>Annals of Tourism Research</i> , 2020, 80, 102818.	3.7	50
23	Asymmetric rivalry between strategic groups: response, speed of response and ex ante vs. ex post competitive interaction in the Spanish bank deposit market. <i>Strategic Management Journal</i> , 2005, 26, 713-745.	4.7	49
24	The differentiated effects of CSR actions in the service industry. <i>Journal of Services Marketing</i> , 2014, 28, 558-565.	1.7	49
25	Assessing new hotel openings through an event study. <i>Tourism Management</i> , 2002, 23, 47-54.	5.8	47
26	Inconsistent behavior in online consumer reviews: The effects of hotel attribute ratings on location. <i>Tourism Management</i> , 2019, 71, 421-427.	5.8	44
27	Millennials'™ willingness to pay for green restaurants. <i>International Journal of Hospitality Management</i> , 2020, 90, 102601.	5.3	40
28	The Free Breakfast Effect. <i>Journal of Travel Research</i> , 2012, 51, 243-249.	5.8	39
29	ASSESSING ADVERTISING IN A HIERARCHICAL DECISION MODEL. <i>Annals of Tourism Research</i> , 2013, 40, 260-282.	3.7	39
30	Differentiated price loss aversion in destination choice: The effect of tourists'™ cultural interest. <i>Tourism Management</i> , 2011, 32, 1186-1195.	5.8	38
31	Asymmetric Tourist Response to Price. <i>Journal of Travel Research</i> , 2012, 51, 568-676.	5.8	37
32	Simultaneous analysis of whether and how long to go on holidays. <i>Service Industries Journal</i> , 2009, 29, 1077-1092.	5.0	31
33	Price Sensitivity to Tourism Activities: Looking for Determinant Factors. <i>Tourism Economics</i> , 2012, 18, 675-689.	2.6	31
34	The harmful consequences of failed recoveries in the banking industry. <i>International Journal of Bank Marketing</i> , 2011, 29, 32-49.	3.6	29
35	Explaining consumer complaining behaviour in double deviation scenarios: the banking services. <i>Service Industries Journal</i> , 2009, 29, 1659-1668.	5.0	28
36	The impact of distribution channels on budget hotel performance. <i>International Journal of Hospitality Management</i> , 2019, 81, 141-149.	5.3	28

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37	Effects of Distance and First-Time Visitation on Tourists's Length of Stay. <i>Journal of Hospitality and Tourism Research</i> , 2018, 42, 1023-1038.	1.8	27
38	The halo effect: A longitudinal approach. <i>Annals of Tourism Research</i> , 2020, 83, 102938.	3.7	27
39	Two-stage choice process of FDI: Ownership structure and diversification mode. <i>Journal of Business Research</i> , 2007, 60, 795-805.	5.8	26
40	Direct versus indirect channels. <i>European Journal of Marketing</i> , 2013, 47, 260-278.	1.7	26
41	The Impact of Restaurant Innovativeness on Consumer Loyalty: The Mediating Role of Perceived Quality. <i>Journal of Hospitality and Tourism Research</i> , 2021, 45, 1464-1488.	1.8	26
42	Expanding our understanding of cruise visitors' expenditure at destinations: The role of spatial patterns, onshore visit choice and cruise category. <i>Tourism Management</i> , 2021, 83, 104199.	5.8	24
43	The effect of winning the 2010 FIFA World Cup on the tourism market value: The Spanish case. <i>Omega</i> , 2012, 40, 503-510.	3.6	23
44	Senior tourists's accommodation choices. <i>International Journal of Hospitality Management</i> , 2017, 66, 24-34.	5.3	23
45	Assessing performance in services: the travel agency industry. <i>Service Industries Journal</i> , 2009, 29, 653-667.	5.0	22
46	Image effect on customer-centric measures of performance. <i>Annals of Tourism Research</i> , 2019, 76, 226-238.	3.7	21
47	Testing loss aversion and diminishing sensitivity in review sentiment. <i>Tourism Management</i> , 2020, 77, 104020.	5.8	21
48	How and when does leader knowledge hiding trickle down the organisational hierarchy in the tourism context? A team-level analysis. <i>Tourism Management</i> , 2022, 91, 104486.	5.8	21
49	Foreign diversification vs concentration strategies and firm performance. <i>International Marketing Review</i> , 2006, 23, 54-82.	2.2	19
50	Variety-Seeking and Inertial Behaviour: The Disutility of Distance. <i>Tourism Economics</i> , 2010, 16, 251-264.	2.6	19
51	Culture-sensitive tourists are more price insensitive. <i>Journal of Cultural Economics</i> , 2010, 34, 181-195.	1.3	19
52	Battle royal: Zero-price effect vs relative vs referent thinking. <i>Marketing Letters</i> , 2012, 23, 661-669.	1.9	19
53	Effects of general and particular online hotel ratings. <i>Annals of Tourism Research</i> , 2017, 62, 114-116.	3.7	19
54	Hotels to OTAs: "Hands off my rates!" The economic consequences of the rate parity legislative actions in Europe and the US. <i>Tourism Management</i> , 2019, 75, 427-434.	5.8	19

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55	Industry-specific effect of CSR initiatives: hotels and airlines. <i>Kybernetes</i> , 2014, 43, 547-564.	1.2	18
56	Satisfaction measures with monetary and non-monetary components: Hotelâ€™s overall scores. <i>International Journal of Hospitality Management</i> , 2020, 87, 102497.	5.3	17
57	Leveraging profit from the fixed-variable cost ratio: the case of new hotels in Spain. <i>Tourism Management</i> , 2005, 26, 105-111.	5.8	16
58	Celebrity endorsers' performance on the "background" and on the "floor". <i>Marketing Letters</i> , 2013, 24, 143-149.	1.9	16
59	Differentiated effect of advertising: Joint vs. separate consumption. <i>Tourism Management</i> , 2015, 47, 107-114.	5.8	16
60	Explaining the willingness of consumers to bring their own reusable coffee cups under the condition of monetary incentives. <i>Journal of Retailing and Consumer Services</i> , 2022, 66, 102908.	5.3	16
61	Identifying attributes of wineries that increase visitor satisfaction and dissatisfaction: Applying an aspect extraction approach to online reviews. <i>Tourism Management</i> , 2022, 91, 104528.	5.8	16
62	The tourism effect of President Trump's participation on Twitter. <i>Tourism Management</i> , 2020, 81, 104133.	5.8	15
63	Advance booking across channels: The effects on dynamic pricing. <i>Tourism Management</i> , 2021, 86, 104341.	5.8	15
64	The decision to raise firm value through a sports-business exchange: How much are Real Madridâ€™s goals worth to its presidentâ€™s companyâ€™s goals?. <i>European Journal of Operational Research</i> , 2011, 215, 281-288.	3.5	14
65	Relationship between Price Sensitivity and Expenditures in the Choice of Tourism Activities at the Destination. <i>Tourism Economics</i> , 2013, 19, 101-114.	2.6	14
66	To Ban or not to ban rate parity, that is the questionâ€¦ or not?. <i>International Journal of Hospitality Management</i> , 2019, 77, 523-527.	5.3	14
67	Testing prospect theory in airline demand. <i>Journal of Air Transport Management</i> , 2011, 17, 241-243.	2.4	13
68	Environmental certification and hotel market value. <i>International Journal of Hospitality Management</i> , 2022, 101, 103129.	5.3	13
69	The smile of the tourist: the relationship between price sensitivity and expenses. <i>Service Industries Journal</i> , 2009, 29, 1125-1134.	5.0	12
70	Communicating excellence in innovation. <i>Economics Letters</i> , 2013, 118, 87-90.	0.9	12
71	A reference-dependent approach to WTP for priority. <i>Tourism Management</i> , 2019, 71, 165-172.	5.8	12
72	Monetary and non-monetary efforts for leisure activities. <i>Annals of Tourism Research</i> , 2011, 38, 801-819.	3.7	11

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73	Testing the decoy effect in the presence of store brands. <i>International Journal of Retail and Distribution Management</i> , 2015, 43, 113-125.	2.7	11
74	The Staged Nature of Decision Making among Senior Tourists. <i>Journal of Travel Research</i> , 2020, 59, 602-613.	5.8	11
75	How do hotel managers react to rating fluctuation?. <i>International Journal of Hospitality Management</i> , 2020, 89, 102563.	5.3	11
76	The Effect of Quality on Hotel Risk. <i>Tourism Economics</i> , 2011, 17, 39-52.	2.6	10
77	A generalization of the FIFA World Cup effect. <i>Tourism Management</i> , 2018, 66, 315-317.	5.8	10
78	Let's hook up fast! Hotel reviews and Wi-Fi flaws. <i>Annals of Tourism Research</i> , 2020, 80, 102842.	3.7	10
79	Foreign expansion strategy and performance. <i>International Marketing Review</i> , 2002, 19, 348-368.	2.2	9
80	The economic value of patent protection and rivalry in the Spanish electrical sector. <i>European Journal of Innovation Management</i> , 2007, 10, 434-452.	2.4	9
81	Effect of innovation on airlines' operating leverage: A Spanish case study. <i>Journal of Air Transport Management</i> , 2012, 25, 44-46.	2.4	9
82	Choice behaviour in online hotel booking. <i>Tourism Economics</i> , 2016, 22, 671-678.	2.6	9
83	The Impact of COVID-19 Vaccine Passport on Air Travelers'™ Booking Decision and Companies'™ Financial Value. <i>Journal of Hospitality and Tourism Research</i> , 0, , 109634802110584.	1.8	9
84	Gauging innovation worth for airlines. <i>Journal of Air Transport Management</i> , 2012, 20, 9-11.	2.4	8
85	Competitors or Complements: A Meta-analysis of the Effect of Airbnb on Hotel Performance. <i>Journal of Travel Research</i> , 2022, 61, 1508-1527.	5.8	8
86	Who performs a stronger response to whom? Detecting individual competitive actions and reactions. <i>Review of Managerial Science</i> , 2014, 8, 385-403.	4.3	7
87	Detecting Free Riders in Collective Brands through a Hierarchical Choice Process. <i>Journal of Travel Research</i> , 2015, 54, 288-301.	5.8	7
88	Sports results creating tourism value. <i>Tourism Economics</i> , 2017, 23, 697-701.	2.6	7
89	Determinants of advanced booking. <i>Annals of Tourism Research</i> , 2017, 67, 78-82.	3.7	6
90	Valuing the business environment on a daily basis. <i>European Journal of Operational Research</i> , 2005, 164, 217-224.	3.5	5

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91	If you, tourist, behave irrationally, Iâ€™ll find you!. <i>Tourism Management</i> , 2018, 69, 434-439.	5.8	5
92	The Bundling Strategy: The One-Click Effect on Loss Aversion. <i>Journal of Hospitality and Tourism Research</i> , 2020, 44, 704-712.	1.8	5
93	Editorial of the special issue on "Sports and Tourism: Economic Impacts". <i>Tourism Economics</i> , 2021, 27, 415-418.	2.6	5
94	Satisfaction and Expenditure in Wineries: A Prospect Theory Approach. <i>Journal of Hospitality and Tourism Research</i> , 2023, 47, 354-374.	1.8	5
95	The saturation effect in hotel managerial response. <i>International Journal of Hospitality Management</i> , 2022, 102, 103170.	5.3	5
96	Analysing the effect of environmental factors on service performance. <i>Service Industries Journal</i> , 2011, 31, 1471-1488.	5.0	4
97	Battle royal in biotechnology: R&D vs. product vs. process innovations. <i>Technology Analysis and Strategic Management</i> , 2015, 27, 503-516.	2.0	4
98	The effect of the 2018 Giro d'Italia on Israel's tourism firm value. <i>Tourism Economics</i> , 2019, 25, 1070-1083.	2.6	4
99	The effectiveness of tryvertising in hotels. <i>International Journal of Hospitality Management</i> , 2020, 85, 102403.	5.3	4
100	The Effect of Lodging Taxes on the Performance of US Hotels. <i>Journal of Travel Research</i> , 2022, 61, 108-119.	5.8	4
101	The search value model: Detecting abnormal searching behavior. <i>Annals of Tourism Research</i> , 2021, 87, 103007.	3.7	4
102	Smiley guests post long reviews!. <i>International Journal of Hospitality Management</i> , 2021, 96, 102963.	5.3	4
103	The effect of movie and television placements. <i>Tourism Management</i> , 2022, 91, 104517.	5.8	4
104	Optimal Timing in Online Task Deadlines: What if Students Procrastinate (A Little)?. <i>Journal of Teaching in Travel and Tourism</i> , 2015, 15, 18-28.	1.9	3
105	Travel Demand Modeling with Behavioral Data. <i>Tourism on the Verge</i> , 2017, , 31-43.	1.2	3
106	Travelers' reactions toward recommendations from neighboring rooms: Spillover effect on room bookings. <i>Tourism Management</i> , 2022, 88, 104427.	5.8	3
107	Asymmetric effects of extreme-moderate online reviews in the language-satisfaction relationship. <i>Tourism Management</i> , 2022, 91, 104524.	5.8	3
108	Travel fear and immunity certificates: a two-stakeholder perspective. <i>Journal of Sustainable Tourism</i> , 2023, 31, 1902-1920.	5.7	3

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109	Anomaly in Spanish Tourist Sensitivity to Price. <i>Tourism Economics</i> , 2010, 16, 915-923.	2.6	2
110	A runner-up on the field yet a winner on the floor. <i>Annals of Tourism Research</i> , 2019, 78, 102669.	3.7	2
111	Impact of the Menu Labeling Act Upon the Market Value of Foodservice Firms. <i>Journal of Hospitality and Tourism Research</i> , 2021, 45, 447-473.	1.8	2
112	OFDI and inbound tourism: a perspective of reverse country-of-origin effect. <i>Journal of Travel and Tourism Marketing</i> , 2021, 38, 316-325.	3.1	2
113	Will your majesty marry me? The effect of royal weddings on the tourism industry. <i>Tourism Economics</i> , 0, , 135481662110043.	2.6	2
114	The Impact of Loss Aversion and Diminishing Sensitivity on Airline Revenue: Price Sensitivity in Cabin Classes. <i>Journal of Travel Research</i> , 2023, 62, 685-698.	5.8	2
115	Influence of Nature Motivation on Price Sensitivity. <i>Tourism Geographies</i> , 2012, 14, 383-395.	2.2	1
116	Asymmetric effects of WiFi on overall satisfaction. <i>Annals of Tourism Research</i> , 2019, 78, 102666.	3.7	1
117	Brand Alliances and Stock Reactions. <i>Journal of Business-to-Business Marketing</i> , 2021, 28, 3-13.	0.8	1
118	Research Note: Coastal and Inland Reference Prices â€“ a Differentiated Effect. <i>Tourism Economics</i> , 2011, 17, 1140-1151.	2.6	0
119	Activity. , 2016, , 7-8.		0