

Juan Luis Nicolau

List of Publications by Citations

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The third column is the impact factor (IF) of the journal, and the fourth column is the number of citations of the article.

117
papers

2,897
citations

27
h-index

51
g-index

121
ext. papers

3,566
ext. citations

6.6
avg, IF

6.35
L-index

#	Paper	IF	Citations
117	Asymmetric effects of online consumer reviews. <i>Annals of Tourism Research</i> , 2015 , 50, 67-83	7.7	296
116	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	8.3	265
115	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	10.8	210
114	STOCHASTIC MODELING. <i>Annals of Tourism Research</i> , 2005 , 32, 49-69	7.7	102
113	Determinant factors of senior tourists' length of stay. <i>Annals of Tourism Research</i> , 2014 , 49, 19-32	7.7	100
112	The effect of innovation on hotel market value. <i>International Journal of Hospitality Management</i> , 2013 , 32, 71-79	8.3	100
111	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	7.7	91
110	Heckit modelling of tourist expenditure: evidence from Spain. <i>Journal of Service Management</i> , 2005 , 16, 271-293		86
109	The stock market's reaction to quality certification: Empirical evidence from Spain. <i>European Journal of Operational Research</i> , 2002 , 142, 632-641	5.6	72
108	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	8.3	61
107	Sequential choice behavior: Going on vacation and type of destination. <i>Tourism Management</i> , 2008 , 29, 1023-1034	10.8	60
106	The impact of dynamic price variability on revenue maximization. <i>Tourism Management</i> , 2019 , 74, 224-238	10.8	57
105	Characterizing Tourist Sensitivity to Distance. <i>Journal of Travel Research</i> , 2008 , 47, 43-52	6.3	57
104	Travel frequency of seniors tourists. <i>Tourism Management</i> , 2016 , 53, 88-95	10.8	56
103	The quality of quality awards: Diminishing information asymmetries in a hotel chain. <i>Journal of Business Research</i> , 2010 , 63, 832-839	8.7	55
102	Tourism Market Segmentation Based on Price Sensitivity: Finding Similar Price Preferences on Tourism Activities. <i>Journal of Travel Research</i> , 2012 , 51, 426-435	6.3	49
101	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	5.2	44

100	Assessing new hotel openings through an event study. <i>Tourism Management</i> , 2002 , 23, 47-54	10.8	38
99	ASSESSING ADVERTISING IN A HIERARCHICAL DECISION MODEL. <i>Annals of Tourism Research</i> , 2013 , 40, 260-282	7.7	35
98	The differentiated effects of CSR actions in the service industry. <i>Journal of Services Marketing</i> , 2014 , 28, 558-565	4	35
97	Differentiated price loss aversion in destination choice: The effect of tourists' cultural interest. <i>Tourism Management</i> , 2011 , 32, 1186-1195	10.8	35
96	Determinant Factors of Tourist Expenses. <i>Journal of Travel Research</i> , 2020 , 59, 267-280	6.3	34
95	Asymmetric Tourist Response to Price: Loss Aversion Segmentation. <i>Journal of Travel Research</i> , 2012 , 51, 568-676	6.3	32
94	Hotels' COVID-19 innovation and performance. <i>Annals of Tourism Research</i> , 2021 , 88, 103180	7.7	32
93	The Free Breakfast Effect: An Experimental Approach to the Zero Price Model in Tourism. <i>Journal of Travel Research</i> , 2012 , 51, 243-249	6.3	29
92	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	10.8	29
91	Simultaneous analysis of whether and how long to go on holidays. <i>Service Industries Journal</i> , 2009 , 29, 1077-1092	5.7	26
90	Inconsistent behavior in online consumer reviews: The effects of hotel attribute ratings on location. <i>Tourism Management</i> , 2019 , 71, 421-427	10.8	26
89	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	10.8	26
88	Understanding the dynamics of the quality of airline service attributes: Satisfiers and dissatisfiers. <i>Tourism Management</i> , 2020 , 81, 104163	10.8	24
87	Explaining consumer complaining behaviour in double deviation scenarios: the banking services. <i>Service Industries Journal</i> , 2009 , 29, 1659-1668	5.7	24
86	Millennials' willingness to pay for green restaurants. <i>International Journal of Hospitality Management</i> , 2020 , 90, 102601	8.3	21
85	The harmful consequences of failed recoveries in the banking industry. <i>International Journal of Bank Marketing</i> , 2011 , 29, 32-49	4	21
84	Disruptive innovation, innovation adoption and incumbent market value: The case of Airbnb. <i>Annals of Tourism Research</i> , 2020 , 80, 102818	7.7	21
83	Direct versus indirect channels. <i>European Journal of Marketing</i> , 2013 , 47, 260-278	4.4	19

82	Variety-Seeking and Inertial Behaviour: The Disutility of Distance. <i>Tourism Economics</i> , 2010 , 16, 251-264	3.1	19
81	Two-stage choice process of FDI: Ownership structure and diversification mode. <i>Journal of Business Research</i> , 2007 , 60, 795-805	8.7	19
80	Effects of Distance and First-Time Visitation on Tourists' Length of Stay. <i>Journal of Hospitality and Tourism Research</i> , 2018 , 42, 1023-1038	3.3	18
79	The effect of winning the 2010 FIFA World Cup on the tourism market value: The Spanish case. <i>Omega</i> , 2012 , 40, 503-510	7.2	18
78	Price Sensitivity to Tourism Activities: Looking for Determinant Factors. <i>Tourism Economics</i> , 2012 , 18, 675-689	3.1	18
77	The impact of distribution channels on budget hotel performance. <i>International Journal of Hospitality Management</i> , 2019 , 81, 141-149	8.3	17
76	Battle royal: Zero-price effect vs relative vs referent thinking. <i>Marketing Letters</i> , 2012 , 23, 661-669	2.3	17
75	Effects of general and particular online hotel ratings. <i>Annals of Tourism Research</i> , 2017 , 62, 114-116	7.7	16
74	Assessing performance in services: the travel agency industry. <i>Service Industries Journal</i> , 2009 , 29, 653-667	6.7	16
73	Foreign diversification vs concentration strategies and firm performance. <i>International Marketing Review</i> , 2006 , 23, 54-82	4.4	16
72	Celebrity endorsers' performance on the ground and on the floor. <i>Marketing Letters</i> , 2013 , 24, 143-149	2.3	15
71	Senior tourists' accommodation choices. <i>International Journal of Hospitality Management</i> , 2017 , 66, 24-34	4.3	15
70	Image effect on customer-centric measures of performance. <i>Annals of Tourism Research</i> , 2019 , 76, 226-238	3.8	13
69	Differentiated effect of advertising: Joint vs. separate consumption. <i>Tourism Management</i> , 2015 , 47, 107-114	10.8	13
68	Industry-specific effect of CSR initiatives: hotels and airlines. <i>Kybernetes</i> , 2014 , 43, 547-564	2	12
67	Culture-sensitive tourists are more price insensitive. <i>Journal of Cultural Economics</i> , 2010 , 34, 181-195	1.8	12
66	Leveraging profit from the fixed-variable cost ratio: the case of new hotels in Spain. <i>Tourism Management</i> , 2005 , 26, 105-111	10.8	12
65	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	10.8	11

64	Testing the decoy effect in the presence of store brands. <i>International Journal of Retail and Distribution Management</i> , 2015 , 43, 113-125	3.5	10
63	Relationship between Price Sensitivity and Expenditures in the Choice of Tourism Activities at the Destination. <i>Tourism Economics</i> , 2013 , 19, 101-114	3.1	10
62	Monetary and non-monetary efforts for leisure activities. <i>Annals of Tourism Research</i> , 2011 , 38, 801-819	7.7	10
61	The decision to raise firm value through a sports-business exchange: How much are Real Madrid's goals worth to its president's company's goals?. <i>European Journal of Operational Research</i> , 2011 , 215, 281-288	5.6	10
60	The halo effect: A longitudinal approach. <i>Annals of Tourism Research</i> , 2020 , 83, 102938	7.7	10
59	Testing loss aversion and diminishing sensitivity in review sentiment. <i>Tourism Management</i> , 2020 , 77, 104020	10.8	10
58	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	10.8	10
57	Communicating excellence in innovation. <i>Economics Letters</i> , 2013 , 118, 87-90	1.3	9
56	Testing prospect theory in airline demand. <i>Journal of Air Transport Management</i> , 2011 , 17, 241-243	5.1	9
55	A reference-dependent approach to WTP for priority. <i>Tourism Management</i> , 2019 , 71, 165-172	10.8	9
54	Satisfaction measures with monetary and non-monetary components: Hotel's overall scores. <i>International Journal of Hospitality Management</i> , 2020 , 87, 102497	8.3	8
53	The economic value of patent protection and rivalry in the Spanish electrical sector. <i>European Journal of Innovation Management</i> , 2007 , 10, 434-452	4.2	8
52	To Ban or not to ban rate parity, that is the question or not?. <i>International Journal of Hospitality Management</i> , 2019 , 77, 523-527	8.3	8
51	Who performs a stronger response to whom? Detecting individual competitive actions and reactions. <i>Review of Managerial Science</i> , 2014 , 8, 385-403	3.9	7
50	Detecting Free Riders in Collective Brands through a Hierarchical Choice Process. <i>Journal of Travel Research</i> , 2015 , 54, 288-301	6.3	6
49	The tourism effect of President Trump's participation on Twitter. <i>Tourism Management</i> , 2020 , 81, 104133	10.8	6
48	A generalization of the FIFA World Cup effect. <i>Tourism Management</i> , 2018 , 66, 315-317	10.8	6
47	The smile of the tourist: the relationship between price sensitivity and expenses. <i>Service Industries Journal</i> , 2009 , 29, 1125-1134	5.7	6

46	Advance booking across channels: The effects on dynamic pricing. <i>Tourism Management</i> , 2021 , 86, 104341-8	6
45	How do hotel managers react to rating fluctuation?. <i>International Journal of Hospitality Management</i> , 2020 , 89, 102563	8.3 5
44	Choice behaviour in online hotel booking. <i>Tourism Economics</i> , 2016 , 22, 671-678	3.1 5
43	Determinants of advanced booking. <i>Annals of Tourism Research</i> , 2017 , 67, 78-82	7.7 5
42	Gauging innovation worth for airlines. <i>Journal of Air Transport Management</i> , 2012 , 20, 9-11	5.1 5
41	The Effect of Quality on Hotel Risk. <i>Tourism Economics</i> , 2011 , 17, 39-52	3.1 5
40	The Staged Nature of Decision Making among Senior Tourists. <i>Journal of Travel Research</i> , 2020 , 59, 602-613	6.3 5
39	Analysing the effect of environmental factors on service performance. <i>Service Industries Journal</i> , 2011 , 31, 1471-1488	5.7 4
38	Valuing the business environment on a daily basis. <i>European Journal of Operational Research</i> , 2005 , 164, 217-224	5.6 4
37	Foreign expansion strategy and performance. <i>International Marketing Review</i> , 2002 , 19, 348-368	4.4 4
36	Let's hook up fast! Hotel reviews and Wi-Fi flaws. <i>Annals of Tourism Research</i> , 2020 , 80, 102842	7.7 4
35	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	3.3 4
34	Battle royal in biotechnology: R&D vs. product vs. process innovations. <i>Technology Analysis and Strategic Management</i> , 2015 , 27, 503-516	3.2 3
33	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	1.1 3
32	Effect of innovation on airlines' operating leverage: A Spanish case study. <i>Journal of Air Transport Management</i> , 2012 , 25, 44-46	5.1 3
31	The effect of the 2018 Giro d'Italia on Israel's tourism firm value. <i>Tourism Economics</i> , 2019 , 25, 1070-1083	3.1 3
30	Travel Demand Modeling with Behavioral Data. <i>Tourism on the Verge</i> , 2017 , 31-43	0.1 2
29	The Impact of COVID-19 Vaccine Passport on Air Travelers' Booking Decision and Companies' Financial Value. <i>Journal of Hospitality and Tourism Research</i> , 2021 , 45, 109634802110584	3.3 2

28	Environmental certification and hotel market value. <i>International Journal of Hospitality Management</i> , 2022 , 101, 103129	8.3	2
27	The effectiveness of tryvertising in hotels. <i>International Journal of Hospitality Management</i> , 2020 , 85, 102403	8.3	2
26	The Effect of Lodging Taxes on the Performance of US Hotels. <i>Journal of Travel Research</i> , 2020 , 004728752097104	8.3	2
25	The Bundling Strategy: The One-Click Effect on Loss Aversion. <i>Journal of Hospitality and Tourism Research</i> , 2020 , 44, 704-712	3.3	2
24	The search value model: Detecting abnormal searching behavior. <i>Annals of Tourism Research</i> , 2021 , 87, 103007	7.7	2
23	Sports results creating tourism value: Rafael Nadal's tennis match points worth €2,000,000. <i>Tourism Economics</i> , 2017 , 23, 697-701	3.1	1
22	Influence of Nature Motivation on Price Sensitivity. <i>Tourism Geographies</i> , 2012 , 14, 383-395	9.3	1
21	Anomaly in Spanish Tourist Sensitivity to Price. <i>Tourism Economics</i> , 2010 , 16, 915-923	3.1	1
20	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	8.5	1
19	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	10.8	1
18	Competitors or Complements: A Meta-analysis of the Effect of Airbnb on Hotel Performance. <i>Journal of Travel Research</i> , 004728752110426	6.3	1
17	OFDI and inbound tourism: a perspective of reverse country-of-origin effect. <i>Journal of Travel and Tourism Marketing</i> , 2021 , 38, 316-325	6.6	1
16	Asymmetric effects of WiFi on overall satisfaction. <i>Annals of Tourism Research</i> , 2019 , 78, 102666	7.7	1
15	Brand Alliances and Stock Reactions. <i>Journal of Business-to-Business Marketing</i> , 2021 , 28, 3-13	2.3	1
14	If you, tourist, behave irrationally, I'll find you!. <i>Tourism Management</i> , 2018 , 69, 434-439	10.8	1
13	Smiley guests post long reviews!. <i>International Journal of Hospitality Management</i> , 2021 , 96, 102963	8.3	1
12	Satisfaction and Expenditure in Wineries: A Prospect Theory Approach. <i>Journal of Hospitality and Tourism Research</i> , 109634802110314	3.3	1
11	Travelers' reactions toward recommendations from neighboring rooms: Spillover effect on room bookings. <i>Tourism Management</i> , 2022 , 88, 104427	10.8	1

10	The saturation effect in hotel managerial response. <i>International Journal of Hospitality Management</i> , 2022 , 102, 103170	8.3	o
9	Will your majesty marry me? The effect of royal weddings on the tourism industry. <i>Tourism Economics</i> , 135481662110043	3.1	o
8	A runner-up on the field yet a winner on the floor. <i>Annals of Tourism Research</i> , 2019 , 78, 102669	7.7	o
7	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	3.3	o
6	Asymmetric effects of extreme-moderate online reviews in the language-satisfaction relationship. <i>Tourism Management</i> , 2022 , 91, 104524	10.8	o
5	The effect of movie and television placements. <i>Tourism Management</i> , 2022 , 91, 104517	10.8	o
4	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	10.8	o
3	The Impact of Loss Aversion and Diminishing Sensitivity on Airline Revenue: Price Sensitivity in Cabin Classes. <i>Journal of Travel Research</i> , 004728752210930	6.3	o
2	Research Note: Coastal and Inland Reference Prices in Differentiated Effect. <i>Tourism Economics</i> , 2011 , 17, 1140-1151	3.1	
1	Activity, tourism 2014 , 1-2		