

Juan Luis Nicolau

List of Publications by Year in Descending Order

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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 | The saturation effect in hotel managerial response. <i>International Journal of Hospitality Management</i> , 2022 , 102, 103170 | 8.3 | 0 |
| 116 | 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 |
| 115 | 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 |
| 114 | Environmental certification and hotel market value. <i>International Journal of Hospitality Management</i> , 2022 , 101, 103129 | 8.3 | 2 |
| 113 | Travelers' reactions toward recommendations from neighboring rooms: Spillover effect on room bookings. <i>Tourism Management</i> , 2022 , 88, 104427 | 10.8 | 1 |
| 112 | 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 |
| 111 | Asymmetric effects of extreme-moderate online reviews in the language-satisfaction relationship. <i>Tourism Management</i> , 2022 , 91, 104524 | 10.8 | 0 |
| 110 | The effect of movie and television placements. <i>Tourism Management</i> , 2022 , 91, 104517 | 10.8 | 0 |
| 109 | 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 | 0 |
| 108 | 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 |
| 107 | Hotels' COVID-19 innovation and performance. <i>Annals of Tourism Research</i> , 2021 , 88, 103180 | 7.7 | 32 |
| 106 | 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 |
| 105 | The search value model: Detecting abnormal searching behavior. <i>Annals of Tourism Research</i> , 2021 , 87, 103007 | 7.7 | 2 |
| 104 | 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 | 0 |
| 103 | Brand Alliances and Stock Reactions. <i>Journal of Business-to-Business Marketing</i> , 2021 , 28, 3-13 | 2.3 | 1 |
| 102 | Smiley guests post long reviews!. <i>International Journal of Hospitality Management</i> , 2021 , 96, 102963 | 8.3 | 1 |
| 101 | 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 |

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| 100 | Advance booking across channels: The effects on dynamic pricing. <i>Tourism Management</i> , 2021 , 86, 10434-10441 | 10.8 | 6 |
| 99 | 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 |
| 98 | How do hotel managers react to rating fluctuation?. <i>International Journal of Hospitality Management</i> , 2020 , 89, 102563 | 8.3 | 5 |
| 97 | The tourism effect of President Trump's participation on Twitter. <i>Tourism Management</i> , 2020 , 81, 104133-104140 | 10.8 | 6 |
| 96 | Understanding the dynamics of the quality of airline service attributes: Satisfiers and dissatisfiers. <i>Tourism Management</i> , 2020 , 81, 104163 | 10.8 | 24 |
| 95 | 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 |
| 94 | Millennials' willingness to pay for green restaurants. <i>International Journal of Hospitality Management</i> , 2020 , 90, 102601 | 8.3 | 21 |
| 93 | 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 |
| 92 | The halo effect: A longitudinal approach. <i>Annals of Tourism Research</i> , 2020 , 83, 102938 | 7.7 | 10 |
| 91 | Disruptive innovation, innovation adoption and incumbent market value: The case of Airbnb. <i>Annals of Tourism Research</i> , 2020 , 80, 102818 | 7.7 | 21 |
| 90 | Testing loss aversion and diminishing sensitivity in review sentiment. <i>Tourism Management</i> , 2020 , 77, 104020 | 10.8 | 10 |
| 89 | The effectiveness of tryvertising in hotels. <i>International Journal of Hospitality Management</i> , 2020 , 85, 102403 | 8.3 | 2 |
| 88 | Let's hook up fast! Hotel reviews and Wi-Fi flaws. <i>Annals of Tourism Research</i> , 2020 , 80, 102842 | 7.7 | 4 |
| 87 | The Effect of Lodging Taxes on the Performance of US Hotels. <i>Journal of Travel Research</i> , 2020 , 00472876-2097104 | 6.3 | 104 |
| 86 | Determinant Factors of Tourist Expenses. <i>Journal of Travel Research</i> , 2020 , 59, 267-280 | 6.3 | 34 |
| 85 | The Staged Nature of Decision Making among Senior Tourists. <i>Journal of Travel Research</i> , 2020 , 59, 602-613 | 6.3 | 5 |
| 84 | 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 |
| 83 | Image effect on customer-centric measures of performance. <i>Annals of Tourism Research</i> , 2019 , 76, 226-238 | 7.7 | 13 |

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| 82 | The impact of dynamic price variability on revenue maximization. <i>Tourism Management</i> , 2019 , 74, 224-233 | 10.8 | 8 |
| 81 | The impact of distribution channels on budget hotel performance. <i>International Journal of Hospitality Management</i> , 2019 , 81, 141-149 | 8.3 | 17 |
| 80 | 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 |
| 79 | 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 |
| 78 | 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 |
| 77 | Asymmetric effects of WiFi on overall satisfaction. <i>Annals of Tourism Research</i> , 2019 , 78, 102666 | 7.7 | 1 |
| 76 | A runner-up on the field yet a winner on the floor. <i>Annals of Tourism Research</i> , 2019 , 78, 102669 | 7.7 | 0 |
| 75 | 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 |
| 74 | A reference-dependent approach to WTP for priority. <i>Tourism Management</i> , 2019 , 71, 165-172 | 10.8 | 9 |
| 73 | A generalization of the FIFA World Cup effect. <i>Tourism Management</i> , 2018 , 66, 315-317 | 10.8 | 6 |
| 72 | 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 |
| 71 | If you, tourist, behave irrationally, I'll find you!. <i>Tourism Management</i> , 2018 , 69, 434-439 | 10.8 | 1 |
| 70 | 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 |
| 69 | Determinants of advanced booking. <i>Annals of Tourism Research</i> , 2017 , 67, 78-82 | 7.7 | 5 |
| 68 | Senior tourists' accommodation choices. <i>International Journal of Hospitality Management</i> , 2017 , 66, 24-34 | 8.3 | 15 |
| 67 | 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 |
| 66 | Effects of general and particular online hotel ratings. <i>Annals of Tourism Research</i> , 2017 , 62, 114-116 | 7.7 | 16 |
| 65 | Travel Demand Modeling with Behavioral Data. <i>Tourism on the Verge</i> , 2017 , 31-43 | 0.1 | 2 |

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| 64 | Travel frequency of seniors tourists. <i>Tourism Management</i> , 2016 , 53, 88-95 | 10.8 | 56 |
| 63 | Choice behaviour in online hotel booking. <i>Tourism Economics</i> , 2016 , 22, 671-678 | 3.1 | 5 |
| 62 | 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 |
| 61 | 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 |
| 60 | Detecting Free Riders in Collective Brands through a Hierarchical Choice Process. <i>Journal of Travel Research</i> , 2015 , 54, 288-301 | 6.3 | 6 |
| 59 | Asymmetric effects of online consumer reviews. <i>Annals of Tourism Research</i> , 2015 , 50, 67-83 | 7.7 | 296 |
| 58 | Differentiated effect of advertising: Joint vs. separate consumption. <i>Tourism Management</i> , 2015 , 47, 107-114 | 10.8 | 13 |
| 57 | 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 |
| 56 | 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 |
| 55 | Determinant factors of senior tourists' length of stay. <i>Annals of Tourism Research</i> , 2014 , 49, 19-32 | 7.7 | 100 |
| 54 | The differentiated effects of CSR actions in the service industry. <i>Journal of Services Marketing</i> , 2014 , 28, 558-565 | 4 | 35 |
| 53 | Industry-specific effect of CSR initiatives: hotels and airlines. <i>Kybernetes</i> , 2014 , 43, 547-564 | 2 | 12 |
| 52 | 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 |
| 51 | Activity, tourism 2014 , 1-2 | | |
| 50 | Celebrity endorsers' performance on the ground and on the floor. <i>Marketing Letters</i> , 2013 , 24, 143-149 | 2.3 | 15 |
| 49 | ASSESSING ADVERTISING IN A HIERARCHICAL DECISION MODEL. <i>Annals of Tourism Research</i> , 2013 , 40, 260-282 | 7.7 | 35 |
| 48 | The effect of innovation on hotel market value. <i>International Journal of Hospitality Management</i> , 2013 , 32, 71-79 | 8.3 | 100 |
| 47 | Communicating excellence in innovation. <i>Economics Letters</i> , 2013 , 118, 87-90 | 1.3 | 9 |

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| 46 | Direct versus indirect channels. <i>European Journal of Marketing</i> , 2013 , 47, 260-278 | 4.4 | 19 |
| 45 | 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 |
| 44 | 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 |
| 43 | Influence of Nature Motivation on Price Sensitivity. <i>Tourism Geographies</i> , 2012 , 14, 383-395 | 9.3 | 1 |
| 42 | 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 |
| 41 | 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 |
| 40 | Asymmetric Tourist Response to Price: Loss Aversion Segmentation. <i>Journal of Travel Research</i> , 2012 , 51, 568-676 | 6.3 | 32 |
| 39 | Gauging innovation worth for airlines. <i>Journal of Air Transport Management</i> , 2012 , 20, 9-11 | 5.1 | 5 |
| 38 | Battle royal: Zero-price effect vs relative vs referent thinking. <i>Marketing Letters</i> , 2012 , 23, 661-669 | 2.3 | 17 |
| 37 | 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 |
| 36 | Price Sensitivity to Tourism Activities: Looking for Determinant Factors. <i>Tourism Economics</i> , 2012 , 18, 675-689 | 3.1 | 18 |
| 35 | Testing prospect theory in airline demand. <i>Journal of Air Transport Management</i> , 2011 , 17, 241-243 | 5.1 | 9 |
| 34 | Monetary and non-monetary efforts for leisure activities. <i>Annals of Tourism Research</i> , 2011 , 38, 801-819 | 7.7 | 10 |
| 33 | The Effect of Quality on Hotel Risk. <i>Tourism Economics</i> , 2011 , 17, 39-52 | 3.1 | 5 |
| 32 | 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 |
| 31 | Analysing the effect of environmental factors on service performance. <i>Service Industries Journal</i> , 2011 , 31, 1471-1488 | 5.7 | 4 |
| 30 | The harmful consequences of failed recoveries in the banking industry. <i>International Journal of Bank Marketing</i> , 2011 , 29, 32-49 | 4 | 21 |
| 29 | Differentiated price loss aversion in destination choice: The effect of tourists' cultural interest. <i>Tourism Management</i> , 2011 , 32, 1186-1195 | 10.8 | 35 |

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|----|---|------|-----|
| 28 | Research Note: Coastal and Inland Reference Prices in Differentiated Effect. <i>Tourism Economics</i> , 2011 , 17, 1140-1151 | 3.1 | |
| 27 | 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 |
| 26 | Anomaly in Spanish Tourist Sensitivity to Price. <i>Tourism Economics</i> , 2010 , 16, 915-923 | 3.1 | 1 |
| 25 | Variety-Seeking and Inertial Behaviour: The Disutility of Distance. <i>Tourism Economics</i> , 2010 , 16, 251-264 | 3.1 | 19 |
| 24 | Culture-sensitive tourists are more price insensitive. <i>Journal of Cultural Economics</i> , 2010 , 34, 181-195 | 1.8 | 12 |
| 23 | Explaining consumer complaining behaviour in double deviation scenarios: the banking services. <i>Service Industries Journal</i> , 2009 , 29, 1659-1668 | 5.7 | 24 |
| 22 | Simultaneous analysis of whether and how long to go on holidays. <i>Service Industries Journal</i> , 2009 , 29, 1077-1092 | 5.7 | 26 |
| 21 | Assessing performance in services: the travel agency industry. <i>Service Industries Journal</i> , 2009 , 29, 653-667 | 5.7 | 16 |
| 20 | The smile of the tourist: the relationship between price sensitivity and expenses. <i>Service Industries Journal</i> , 2009 , 29, 1125-1134 | 5.7 | 6 |
| 19 | Characterizing Tourist Sensitivity to Distance. <i>Journal of Travel Research</i> , 2008 , 47, 43-52 | 6.3 | 57 |
| 18 | Sequential choice behavior: Going on vacation and type of destination. <i>Tourism Management</i> , 2008 , 29, 1023-1034 | 10.8 | 60 |
| 17 | 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 |
| 16 | Two-stage choice process of FDI: Ownership structure and diversification mode. <i>Journal of Business Research</i> , 2007 , 60, 795-805 | 8.7 | 19 |
| 15 | Foreign diversification vs concentration strategies and firm performance. <i>International Marketing Review</i> , 2006 , 23, 54-82 | 4.4 | 16 |
| 14 | 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 |
| 13 | Heckit modelling of tourist expenditure: evidence from Spain. <i>Journal of Service Management</i> , 2005 , 16, 271-293 | | 86 |
| 12 | 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 |
| 11 | Valuing the business environment on a daily basis. <i>European Journal of Operational Research</i> , 2005 , 164, 217-224 | 5.6 | 4 |

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| 10 | STOCHASTIC MODELING. <i>Annals of Tourism Research</i> , 2005 , 32, 49-69 | 7.7 | 102 |
| 9 | 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 |
| 8 | 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 |
| 7 | Assessing new hotel openings through an event study. <i>Tourism Management</i> , 2002 , 23, 47-54 | 10.8 | 38 |
| 6 | Foreign expansion strategy and performance. <i>International Marketing Review</i> , 2002 , 19, 348-368 | 4.4 | 4 |
| 5 | The Impact of COVID-19 Vaccine Passport on Air Travelers' Booking Decision and Companies' Financial Value. <i>Journal of Hospitality and Tourism Research</i> , 109634802110584 | 3.3 | 2 |
| 4 | Competitors or Complements: A Meta-analysis of the Effect of Airbnb on Hotel Performance. <i>Journal of Travel Research</i> , 004728752110426 | 6.3 | 1 |
| 3 | Will your majesty marry me? The effect of royal weddings on the tourism industry. <i>Tourism Economics</i> , 135481662110043 | 3.1 | 0 |
| 2 | Satisfaction and Expenditure in Wineries: A Prospect Theory Approach. <i>Journal of Hospitality and Tourism Research</i> , 109634802110314 | 3.3 | 1 |
| 1 | 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 | 0 |