

Sara Kim

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/7231122/publications.pdf>

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14
papers

1,505
citations

933447

10
h-index

1058476

14
g-index

14
all docs

14
docs citations

14
times ranked

1100
citing authors

#	ARTICLE	IF	CITATIONS
1	The effects of consumer knowledge on message processing of electronic word-of-mouth via online consumer reviews. <i>Electronic Commerce Research and Applications</i> , 2008, 7, 399-410.	5.0	564
2	Gaming with Mr. Slot or Gaming the Slot Machine? Power, Anthropomorphism, and Risk Perception. <i>Journal of Consumer Research</i> , 2011, 38, 94-107.	5.1	298
3	The "Instrumentality" Heuristic. <i>Psychological Science</i> , 2009, 20, 127-134.	3.3	151
4	Service with Emoticons: How Customers Interpret Employee Use of Emoticons in Online Service Encounters. <i>Journal of Consumer Research</i> , 2019, 45, 973-987.	5.1	143
5	Anthropomorphized Helpers Undermine Autonomy and Enjoyment in Computer Games. <i>Journal of Consumer Research</i> , 2016, 43, 282-302.	5.1	129
6	Money Helps When Money Feels: Money Anthropomorphism Increases Charitable Giving. <i>Journal of Consumer Research</i> , 2019, 45, 953-972.	5.1	83
7	From Inherent Value to Incentive Value: When and Why Pointless Effort Enhances Consumer Preference. <i>Journal of Consumer Research</i> , 2011, 38, 712-742.	5.1	44
8	Highlighting Effort Versus Talent in Service Employee Performance: Customer Attributions and Responses. <i>Journal of Marketing</i> , 2020, 84, 106-121.	11.3	25
9	Time to Move On? When Entity Theorists Perform Better Than Incremental Theorists. <i>Personality and Social Psychology Bulletin</i> , 2015, 41, 736-748.	3.0	24
10	Don't Want to Look Dumb? The Role of Theories of Intelligence and Humanlike Features in Online Help Seeking. <i>Psychological Science</i> , 2018, 29, 171-180.	3.3	19
11	Helping Others by First Affirming the Self: When Self-Affirmation Reduces Ego-Defensive Downplaying of Others' Misfortunes. <i>Personality and Social Psychology Bulletin</i> , 2018, 44, 345-358.	3.0	11
12	Anthropomorphizing makes material goods as happiness-inducing as experiences. <i>Marketing Letters</i> , 2022, 33, 61-73.	2.9	6
13	Money in a "Safe" place: Money anthropomorphism increases saving behavior. <i>International Journal of Research in Marketing</i> , 2023, 40, 88-108.	4.2	6
14	Perceived economic mobility increases subjective well-being when perceived social support opens the door for others. <i>International Journal of Consumer Studies</i> , 2022, 46, 2429-2444.	11.6	2