

# Sara Kim

## List of Publications by Year in descending order

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

Version: 2024-02-01

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	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
2	Anthropomorphizing makes material goods as happiness-inducing as experiences. <i>Marketing Letters</i> , 2022, 33, 61-73.	2.9	6
3	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
4	Highlighting Effort Versus Talent in Service Employee Performance: Customer Attributions and Responses. <i>Journal of Marketing</i> , 2020, 84, 106-121.	11.3	25
5	Money Helps When Money Feels: Money Anthropomorphism Increases Charitable Giving. <i>Journal of Consumer Research</i> , 2019, 45, 953-972.	5.1	83
6	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
7	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
8	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
9	Anthropomorphized Helpers Undermine Autonomy and Enjoyment in Computer Games. <i>Journal of Consumer Research</i> , 2016, 43, 282-302.	5.1	129
10	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
11	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
12	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
13	The "Instrumentality" Heuristic. <i>Psychological Science</i> , 2009, 20, 127-134.	3.3	151
14	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