

George E Newman

List of Publications by Year in descending order

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56
papers

3,849
citations

159585

30
h-index

175258

52
g-index

57
all docs

57
docs citations

57
times ranked

2545
citing authors

#	ARTICLE	IF	CITATIONS
1	Seeking Stability: Consumer Motivations for Communal Nostalgia. <i>Journal of Consumer Psychology</i> , 2022, 32, 77-86.	4.5	13
2	An Emphasis on Brilliance Fosters Masculinity-Contest Cultures. <i>Psychological Science</i> , 2022, 33, 595-612.	3.3	19
3	Inauthenticity aversion: Moral reactance toward tainted actors, actions, and objects. <i>Consumer Psychology Review</i> , 2021, 4, 70-82.	5.5	37
4	The Curse of the Original: How and When Heritage Branding Reduces Consumer Evaluations of Enhanced Products. <i>Journal of Consumer Research</i> , 2021, 48, 709-730.	5.1	14
5	Water is and is not H ₂ O. <i>Mind and Language</i> , 2020, 35, 183-208.	2.3	24
6	Exalted Purchases or Tainted Donations? Self-Signaling and the Evaluation of Charitable Incentives. <i>Journal of Consumer Psychology</i> , 2020, 30, 671-679.	4.5	13
7	Inconsistent allocations of harms versus benefits may exacerbate environmental inequality. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2020, 117, 8820-8824.	7.1	5
8	The essence of essentialism. <i>Mind and Language</i> , 2019, 34, 585-605.	2.3	36
9	The Psychology of Authenticity. <i>Review of General Psychology</i> , 2019, 23, 8-18.	3.2	60
10	Introduction to the Special Issue: Authenticity: Novel Insights Into a Valued, Yet Elusive, Concept. <i>Review of General Psychology</i> , 2019, 23, 3-7.	3.2	20
11	Seeing Stars: How the Binary Bias Distorts the Interpretation of Customer Ratings. <i>Journal of Consumer Research</i> , 2018, 45, 471-489.	5.1	33
12	Consistent Belief in a Good True Self in Misanthropes and Three Interdependent Cultures. <i>Cognitive Science</i> , 2018, 42, 134-160.	1.7	71
13	Bringing Narratives to Life: Animism, Totems, and Intangible Value. <i>Journal of the Association for Consumer Research</i> , 2018, 3, 514-526.	1.7	9
14	Normative Judgments and Individual Essence. <i>Cognitive Science</i> , 2017, 41, 382-402.	1.7	41
15	Catching (Up with) Magical Contagion: A Review of Contagion Effects in Consumer Contexts. <i>Journal of the Association for Consumer Research</i> , 2017, 2, 430-443.	1.7	44
16	The True Self: A Psychological Concept Distinct From the Self. <i>Perspectives on Psychological Science</i> , 2017, 12, 551-560.	9.0	216
17	Economic gains stimulate negative evaluations of corporate sustainability initiatives. <i>Nature Climate Change</i> , 2016, 6, 844-846.	18.8	24
18	Mental representation changes the evaluation of green product benefits. <i>Nature Climate Change</i> , 2016, 6, 847-850.	18.8	35

#	ARTICLE	IF	CITATIONS
19	An Essentialist Account of Authenticity. <i>Journal of Cognition and Culture</i> , 2016, 16, 294-321.	0.4	28
20	Kinds of Authenticity. <i>Philosophy Compass</i> , 2016, 11, 609-618.	1.3	71
21	The need to belong motivates demand for authentic objects. <i>Cognition</i> , 2016, 156, 129-134.	2.2	20
22	Communicating Eco-Friendly Benefits: Why Accidental Improvements May Be Better Received by Consumers. <i>GfK Marketing Intelligence Review</i> , 2016, 8, 42-45.	0.4	0
23	Closer to the Creator: Temporal Contagion Explains the Preference for Earlier Serial Numbers. <i>Journal of Consumer Research</i> , 2016, 42, 653-668.	5.1	48
24	Beliefs About the True Self Explain Asymmetries Based on Moral Judgment. <i>Cognitive Science</i> , 2015, 39, 96-125.	1.7	117
25	Social Context and the Dynamics of Cooperative Choice. <i>Journal of Behavioral Decision Making</i> , 2015, 28, 159-166.	1.7	69
26	Order, Order Everywhere, and Only an Agent to Think: The Cognitive Compulsion to Infer Intentional Agents. <i>Mind and Language</i> , 2015, 30, 117-139.	2.3	3
27	Macho Nachos. <i>Social Psychology</i> , 2015, 46, 182-196.	0.7	27
28	Individualism and the Extended-Self: Cross-Cultural Differences in the Valuation of Authentic Objects. <i>PLoS ONE</i> , 2014, 9, e90787.	2.5	33
29	Giving Versus Giving In. <i>Academy of Management Annals</i> , 2014, 8, 505-533.	9.6	65
30	Social heuristics shape intuitive cooperation. <i>Nature Communications</i> , 2014, 5, 3677.	12.8	510
31	Tainted Altruism. <i>Psychological Science</i> , 2014, 25, 648-655.	3.3	145
32	System-justifying motives can lead to both the acceptance and the rejection of innate explanations for group differences. <i>Behavioral and Brain Sciences</i> , 2014, 37, 503-504.	0.7	0
33	Authenticity is Contagious: Brand Essence and the Original Source of Production. <i>Journal of Marketing Research</i> , 2014, 51, 371-386.	4.8	195
34	Physical contact influences how much people pay at celebrity auctions. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2014, 111, 3705-3708.	7.1	56
35	Are Artworks More Like People Than Artifacts? Individual Concepts and Their Extensions. <i>Topics in Cognitive Science</i> , 2014, 6, 647-662.	1.9	25
36	Value Judgments and the True Self. <i>Personality and Social Psychology Bulletin</i> , 2014, 40, 203-216.	3.0	171

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37	Choice and self: how synchronic and diachronic identity shape choices and decision making. <i>Marketing Letters</i> , 2014, 25, 281-291.	2.9	8
38	Dual character concepts and the normative dimension of conceptual representation. <i>Cognition</i> , 2013, 127, 242-257.	2.2	100
39	The effects of system-justifying motives on endorsement of essentialist explanations for gender differences.. <i>Journal of Personality and Social Psychology</i> , 2013, 105, 891-908.	2.8	100
40	The duality of art: Body and soul. <i>Behavioral and Brain Sciences</i> , 2013, 36, 153-153.	0.7	1
41	Art and authenticity: The importance of originals in judgments of value.. <i>Journal of Experimental Psychology: General</i> , 2012, 141, 558-569.	2.1	216
42	The counterintuitive effects of thank-you gifts on charitable giving. <i>Journal of Economic Psychology</i> , 2012, 33, 973-983.	2.2	62
43	Bar graphs depicting averages are perceptually misinterpreted: The within-the-bar bias. <i>Psychonomic Bulletin and Review</i> , 2012, 19, 601-607.	2.8	68
44	Celebrity Contagion and the Value of Objects. <i>Journal of Consumer Research</i> , 2011, 38, 215-228.	5.1	221
45	“End-of-life” biases in moral evaluations of others. <i>Cognition</i> , 2010, 115, 343-349.	2.2	12
46	Early understandings of the link between agents and order. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2010, 107, 17140-17145.	7.1	60
47	The psychophysics of chasing: A case study in the perception of animacy. <i>Cognitive Psychology</i> , 2009, 59, 154-179.	2.2	193
48	Where Is the Essence? Developmental Shifts in Children’s Beliefs About Internal Features. <i>Child Development</i> , 2008, 79, 1344-1356.	3.0	60
49	Biases towards internal features in infants’s reasoning about objects. <i>Cognition</i> , 2008, 107, 420-432.	2.2	57
50	The origins of causal perception: Evidence from postdictive processing in infancy. <i>Cognitive Psychology</i> , 2008, 57, 262-291.	2.2	58
51	Out of sorts? Some remedies for theories of object concepts: A reply to Rhemtulla and Xu (2007).. <i>Psychological Review</i> , 2007, 114, 1096-1102.	3.8	12
52	Beliefs in afterlife as a by-product of persistence judgments. <i>Behavioral and Brain Sciences</i> , 2006, 29, 480-481.	0.7	4
53	Tracing the identity of objects.. <i>Psychological Review</i> , 2006, 113, 1-30.	3.8	114
54	Water Is and Is Not H2O. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3

#	ARTICLE	IF	CITATIONS
55	Individuals and Their Concepts.. , 0, , 127-149.		46
56	Psychological Barriers to Sustainability: Understanding Consumer Demand for Products with Redundant Functionalities. Journal of Sustainable Marketing, 0, , 17-25.	0.5	0