

John ThÃ¸gersen

List of Publications by Year in descending order

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Version: 2024-02-01

124
papers

12,018
citations

23565

58
h-index

27402

106
g-index

130
all docs

130
docs citations

130
times ranked

7620
citing authors

#	ARTICLE	IF	CITATIONS
1	Sustainable Consumption: Opportunities for Consumer Research and Public Policy. <i>Journal of Public Policy and Marketing</i> , 2011, 30, 31-38.	3.4	553
2	Human values and the emergence of a sustainable consumption pattern: A panel study. <i>Journal of Economic Psychology</i> , 2002, 23, 605-630.	2.2	472
3	The Importance of Consumer Trust for the Emergence of a Market for Green Products: The Case of Organic Food. <i>Journal of Business Ethics</i> , 2017, 140, 323-337.	6.0	426
4	Understanding of consumer behaviour as a prerequisite for environmental protection. <i>Journal of Consumer Policy</i> , 1995, 18, 345-385.	1.3	420
5	Spillover of environment-friendly consumer behaviour. <i>Journal of Environmental Psychology</i> , 2003, 23, 225-236.	5.1	410
6	Norms for environmentally responsible behaviour: An extended taxonomy. <i>Journal of Environmental Psychology</i> , 2006, 26, 247-261.	5.1	392
7	Simple and Painless? The Limitations of Spillover in Environmental Campaigning. <i>Journal of Consumer Policy</i> , 2009, 32, 141-163.	1.3	378
8	How May Consumer Policy Empower Consumers for Sustainable Lifestyles?. <i>Journal of Consumer Policy</i> , 2005, 28, 143-177.	1.3	346
9	Activation of social norms in social dilemmas: A review of the evidence and reflections on the implications for environmental behaviour. <i>Journal of Economic Psychology</i> , 2007, 28, 93-112.	2.2	329
10	A cognitive dissonance interpretation of consistencies and inconsistencies in environmentally responsible behavior. <i>Journal of Environmental Psychology</i> , 2004, 24, 93-103.	5.1	325
11	Consumer responses to ecolabels. <i>European Journal of Marketing</i> , 2010, 44, 1787-1810.	2.9	298
12	Recycling and Morality. <i>Environment and Behavior</i> , 1996, 28, 536-558.	4.7	293
13	Psychological Determinants of Paying Attention to Eco-Labels in Purchase Decisions: Model Development and Multinational Validation. <i>Journal of Consumer Policy</i> , 2000, 23, 285-313.	1.3	276
14	Country Differences in Sustainable Consumption: The Case of Organic Food. <i>Journal of Macromarketing</i> , 2010, 30, 171-185.	2.6	270
15	Spillover processes in the development of a sustainable consumption pattern. <i>Journal of Economic Psychology</i> , 1999, 20, 53-81.	2.2	258
16	Like father, like son? Intergenerational transmission of values, attitudes, and behaviours in the environmental domain. <i>Journal of Environmental Psychology</i> , 2009, 29, 414-421.	5.1	227
17	Behavioural spillover in the environmental domain: An intervention study. <i>Journal of Environmental Psychology</i> , 2014, 40, 381-390.	5.1	209
18	Electricity saving in households – A social cognitive approach. <i>Energy Policy</i> , 2010, 38, 7732-7743.	8.8	202

#	ARTICLE	IF	CITATIONS
19	Action speaks louder than words: The effect of personal attitudes and family norms on adolescents'™ pro-environmental behaviour. <i>Journal of Economic Psychology</i> , 2012, 33, 292-302.	2.2	186
20	Consumer Decision Making Regarding a "Green" Everyday Product. <i>Psychology and Marketing</i> , 2012, 29, 187-197.	8.2	183
21	The moderating role of human values in planned behavior: the case of Chinese consumers' intention to buy organic food. <i>Journal of Consumer Marketing</i> , 2013, 30, 335-344.	2.3	179
22	Informing Versus Nudging in Environmental Policy. <i>Journal of Consumer Policy</i> , 2014, 37, 341-356.	1.3	175
23	The role of price as a product attribute in the organic food context: An exploration based on actual purchase data. <i>Food Quality and Preference</i> , 2014, 37, 52-60.	4.6	175
24	To What Degree are Environmentally Beneficial Choices Reflective of a General Conservation Stance?. <i>Environment and Behavior</i> , 2006, 38, 550-569.	4.7	172
25	Consumer buying motives and attitudes towards organic food in two emerging markets. <i>International Marketing Review</i> , 2015, 32, 389-413.	3.6	164
26	Chinese consumers'™ adoption of a "green"™ innovation " The case of organic food. <i>Journal of Marketing Management</i> , 2012, 28, 313-333.	2.3	163
27	Promoting public transport as a subscription service: Effects of a free month travel card. <i>Transport Policy</i> , 2009, 16, 335-343.	6.6	162
28	Monetary Incentives and Recycling: Behavioural and Psychological Reactions to a Performance-Dependent Garbage Fee. <i>Journal of Consumer Policy</i> , 2003, 26, 197-228.	1.3	152
29	The Dynamic Interaction of Personal Norms and Environment-Friendly Buying Behavior: A Panel Study 1. <i>Journal of Applied Social Psychology</i> , 2006, 36, 1758-1780.	2.0	147
30	Does green consumerism increase the acceptance of wind power?. <i>Energy Policy</i> , 2012, 51, 854-862.	8.8	135
31	Breaking car use habits: The effectiveness of a free one-month travelcard. <i>Transportation</i> , 2008, 35, 329-345.	4.0	130
32	Responsible technology acceptance: Model development and application to consumer acceptance of Smart Grid technology. <i>Applied Energy</i> , 2014, 134, 392-400.	10.1	130
33	Social norms and cooperation in real-life social dilemmas. <i>Journal of Economic Psychology</i> , 2008, 29, 458-472.	2.2	127
34	Feedback on household electricity consumption: learning and social influence processes. <i>International Journal of Consumer Studies</i> , 2011, 35, 138-145.	11.6	125
35	Following family or friends. Social norms in adolescent healthy eating. <i>Appetite</i> , 2015, 86, 54-60.	3.7	118
36	Green Shopping. <i>American Behavioral Scientist</i> , 2011, 55, 1052-1076.	3.8	117

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37	A model of recycling behaviour, with evidence from Danish source separation programmes. <i>International Journal of Research in Marketing</i> , 1994, 11, 145-163.	4.2	115
38	The Motivational Roots of Norms for Environmentally Responsible Behavior. <i>Basic and Applied Social Psychology</i> , 2009, 31, 348-362.	2.1	113
39	A better carbon footprint label. <i>Journal of Cleaner Production</i> , 2016, 125, 86-94.	9.3	112
40	Direct experience and the strength of the personal norm-behavior relationship. <i>Psychology and Marketing</i> , 2002, 19, 881-893.	8.2	108
41	How important is country-of-origin for organic food consumers? A review of the literature and suggestions for future research. <i>British Food Journal</i> , 2017, 119, 542-557.	2.9	102
42	Why young people do things for the environment: The role of parenting for adolescents' motivation to engage in pro-environmental behaviour. <i>Journal of Environmental Psychology</i> , 2017, 54, 11-19.	5.1	95
43	Sustainable food consumption in the nexus between national context and private lifestyle: A multi-level study. <i>Food Quality and Preference</i> , 2017, 55, 16-25.	4.6	89
44	Understanding repetitive travel mode choices in a stable context: A panel study approach. <i>Transportation Research, Part A: Policy and Practice</i> , 2006, 40, 621-638.	4.2	88
45	Will the Consistent Organic Food Consumer Step Forward? An Empirical Analysis. <i>Journal of Consumer Research</i> , 2017, 44, 519-535.	5.1	88
46	Unsustainable Consumption. <i>European Psychologist</i> , 2014, 19, 84-95.	3.1	88
47	Marketing of electric vehicles. <i>Business Strategy and the Environment</i> , 2001, 10, 53-65.	14.3	86
48	Monetary incentives and environmental concern. Effects of a differentiated garbage fee. <i>Journal of Consumer Policy</i> , 1994, 17, 407-442.	1.3	82
49	The impact of organic certification and country of origin on consumer food choice in developed and emerging economies. <i>Food Quality and Preference</i> , 2019, 72, 10-30.	4.6	81
50	A sense of sustainability? – How sensory consumer science can contribute to sustainable development of the food sector. <i>Trends in Food Science and Technology</i> , 2019, 90, 180-186.	15.1	80
51	How stable is the value basis for organic food consumption in China?. <i>Journal of Cleaner Production</i> , 2016, 134, 214-224.	9.3	77
52	A Social Norms Intervention Going Wrong: Boomerang Effects from Descriptive Norms Information. <i>Sustainability</i> , 2018, 10, 2848.	3.2	72
53	The impact of attitudes and perceptions on travel mode choice and car ownership in a Chinese megacity: The case of Guangzhou. <i>Research in Transportation Economics</i> , 2017, 62, 57-67.	4.1	70
54	Social desirability and sustainable food research: A systematic literature review. <i>Food Quality and Preference</i> , 2019, 71, 136-140.	4.6	66

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55	The Mediated Influence of a Traceability Label on Consumer's Willingness to Buy the Labelled Product. <i>Journal of Business Ethics</i> , 2014, 124, 283-295.	6.0	64
56	Media attention and the market for "green" consumer products. <i>Business Strategy and the Environment</i> , 2006, 15, 145-156.	14.3	63
57	Drivers of and barriers to consumers' plastic packaging waste avoidance and recycling – A systematic literature review. <i>Waste Management</i> , 2022, 141, 63-78.	7.4	63
58	Complaining: A function of attitude, personality, and situation. <i>Psychology and Marketing</i> , 2009, 26, 760-777.	8.2	62
59	Putting Sustainable Consumption into Practice. <i>Journal of Consumer Policy</i> , 2011, 34, 3-8.	1.3	62
60	Perceptual and motivational reasons for the low adoption of electric cars in Denmark. <i>Transportation Research Part F: Traffic Psychology and Behaviour</i> , 2019, 65, 89-106.	3.7	61
61	The importance of framing for consumer acceptance of the Smart Grid: A comparative study of Denmark, Norway and Switzerland. <i>Energy Research and Social Science</i> , 2014, 3, 113-123.	6.4	53
62	Consumer behavior and climate change: consumers need considerable assistance. <i>Current Opinion in Behavioral Sciences</i> , 2021, 42, 9-14.	3.9	53
63	"Be Careful What You Say": The role of psychological reactance on the impact of pro-environmental normative appeals. <i>Journal of Business Research</i> , 2020, 113, 257-265.	10.2	48
64	From Knowledge to Action – New Paths Towards Sustainable Consumption. <i>Journal of Consumer Policy</i> , 2012, 35, 1-5.	1.3	47
65	Sustainable user innovation from a policy perspective: a systematic literature review. <i>Journal of Cleaner Production</i> , 2016, 133, 65-77.	9.3	46
66	I nudge myself: Exploring "self-nudging" strategies to drive sustainable consumption behaviour. <i>International Journal of Consumer Studies</i> , 2018, 42, 141-154.	11.6	43
67	The role of car ownership in attitudes towards public transport: A comparative study of Guangzhou and Brisbane. <i>Transportation Research Part F: Traffic Psychology and Behaviour</i> , 2019, 60, 685-699.	3.7	41
68	Housing-related lifestyle and energy saving: A multi-level approach. <i>Energy Policy</i> , 2017, 102, 73-87.	8.8	40
69	Do online environments promote sufficiency or overconsumption? Online advertisement and social media effects on clothing, digital devices, and air travel consumption. <i>Journal of Consumer Behaviour</i> , 2021, 20, 288-308.	4.2	35
70	Inducing green behaviour. <i>Nature Climate Change</i> , 2013, 3, 100-101.	18.8	34
71	Direct and mediated impacts of product and process characteristics on consumers' choice of organic vs. conventional chicken. <i>Food Quality and Preference</i> , 2013, 29, 106-112.	4.6	33
72	Frugal or green? Basic drivers of energy saving in European households. <i>Journal of Cleaner Production</i> , 2018, 197, 1521-1530.	9.3	32

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73	Wasteful food consumption: Trends in food and packaging waste. <i>Scandinavian Journal of Management</i> , 1996, 12, 291-304.	1.9	30
74	Frontiers in Sustainable Consumption Research. <i>Gaia</i> , 2016, 25, 234-240.	0.7	29
75	Consumers' evaluation of imported organic food products: The role of geographical distance. <i>Appetite</i> , 2018, 130, 134-145.	3.7	29
76	Reflecting on Behavioral Spillover in Context: How Do Behavioral Motivations and Awareness Catalyze Other Environmentally Responsible Actions in Brazil, China, and Denmark?. <i>Frontiers in Psychology</i> , 2019, 10, 788.	2.1	27
77	A systematic literature review on meta sustainability labeling – What do we (not) know?. <i>Journal of Cleaner Production</i> , 2021, 293, 126194.	9.3	27
78	Texting your way to healthier eating? Effects of participating in a feedback intervention using text messaging on adolescents'™ fruit and vegetable intake. <i>Health Education Research</i> , 2016, 31, 171-184.	1.9	26
79	Transport-related lifestyle and environmentally-friendly travel mode choices: A multi-level approach. <i>Transportation Research, Part A: Policy and Practice</i> , 2018, 107, 166-186.	4.2	26
80	Food as a commodity, human right or common good. <i>Nature Food</i> , 2021, 2, 132-134.	14.0	25
81	Ageing in a transit-oriented city: Satisfaction with transport, social inclusion and wellbeing. <i>Transport Policy</i> , 2020, 97, 85-94.	6.6	24
82	A Research Agenda to Better Understand the Human Dimensions of Energy Transitions. <i>Frontiers in Psychology</i> , 2021, 12, 672776.	2.1	24
83	Who attempts to drive less in New England?. <i>Transportation Research Part F: Traffic Psychology and Behaviour</i> , 2014, 23, 69-80.	3.7	23
84	The Mediated Influences of Perceived Norms on Pro-environmental Behavior. <i>Revue D'Economie Politique</i> , 2014, Vol. 124, 179-193.	0.5	22
85	Sustainable Seafood Consumption in Action: Relevant Behaviors and their Predictors. <i>Sustainability</i> , 2017, 9, 2313.	3.2	22
86	Family members' roles in healthy eating socialization based on a healthy eating intervention. <i>Young Consumers</i> , 2012, 13, 208-223.	3.5	20
87	Goal activation for sustainable consumer choices: A comparative study of Denmark and Brazil. <i>Journal of Consumer Behaviour</i> , 2020, 19, 556-569.	4.2	20
88	Coping with multiple identities related to meat consumption. <i>Psychology and Marketing</i> , 2021, 38, 159-182.	8.2	20
89	Car Use Habits: An Obstacle to the Use of Public Transportation?. , 2008, , 301-313.		19
90	THE IMPORTANCE OF CULTURAL VALUES AND TRUST FOR INNOVATION – A EUROPEAN STUDY. <i>International Journal of Innovation Management</i> , 2018, 22, 1850017.	1.2	18

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91	Exploring private consumers'™ willingness to adopt Smart Grid technology. <i>International Journal of Consumer Studies</i> , 2015, 39, 648-660.	11.6	17
92	Country image and consumer evaluation of imported products: test of a hierarchical model in four countries. <i>European Journal of Marketing</i> , 2021, 55, 444-467.	2.9	16
93	Developing-Economy preferences for imported organic food products. <i>Journal of International Consumer Marketing</i> , 2019, 31, 225-249.	3.7	15
94	I did my bit! The impact of electric vehicle adoption on compensatory beliefs and norms in Norway. <i>Energy Research and Social Science</i> , 2022, 89, 102541.	6.4	14
95	How to make energy efficiency labels more effective: Insights from discrete choice experiments in Ghana and the Philippines. <i>Energy Research and Social Science</i> , 2022, 84, 102320.	6.4	11
96	When people are green and greedy: A new perspective of recycling rewards and crowding-out in Germany, the USA and China. <i>Journal of Business Research</i> , 2022, 144, 217-235.	10.2	11
97	Changing Household Energy Usage: The Downsides of Incentives and How to Overcome Them. <i>IEEE Power and Energy Magazine</i> , 2018, 16, 42-48.	1.6	10
98	Greening the greenhouse grower. A behavioral analysis of a sector-initiated system to reduce the environmental load of greenhouses. <i>Journal of Environmental Management</i> , 2011, 92, 2461-2469.	7.8	9
99	Behaviour Change for Sustainable Consumption. <i>Journal of Consumer Policy</i> , 2020, 43, 249-253.	1.3	9
100	Effects of the Euro Changeover on Consumer Behaviour: Introduction to the Special Issue. <i>Journal of Consumer Policy</i> , 2007, 30, 303-311.	1.3	8
101	Social Marketing in Travel Demand Management. , 2014, , 113-129.		8
102	Affluence and unsustainable consumption levels: The role of consumer credit. <i>Cleaner and Responsible Consumption</i> , 2020, 1, 100003.	3.0	8
103	Does online chatter matter for consumer behaviour? A priming experiment on organic food. <i>International Journal of Consumer Studies</i> , 2022, 46, 850-869.	11.6	8
104	Journal of Consumer Policy's 40th Anniversary Conference: A Forward Looking Consumer Policy Research Agenda. <i>Journal of Consumer Policy</i> , 2020, 43, 1-9.	1.3	7
105	What role do climate considerations play in consumption of red meat in Norway?. <i>Global Environmental Change</i> , 2022, 73, 102490.	7.8	7
106	Why do people continue driving conventional cars despite climate change? Social-psychological and institutional insights from a survey of Norwegian commuters. <i>Energy Research and Social Science</i> , 2021, 79, 102168.	6.4	6
107	Experimental evidence of moral cleansing in the interpersonal and environmental domains. <i>Journal of Behavioral and Experimental Economics</i> , 2022, 97, 101838.	1.2	6
108	What drives organic food consumption in Lebanon?. <i>International Journal of Nonprofit and Voluntary Sector Marketing</i> , 2019, 24, e1664.	0.8	5

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109	Consumer Policy in the Age of Covid-19. <i>Journal of Consumer Policy</i> , 2020, 43, 433-435.	1.3	5
110	Retail or consumer responsibility? Reflections on food waste and food prices among deal-prone consumers and market actors. <i>Business Strategy and the Environment</i> , 2023, 32, 1513-1528.	14.3	5
111	Folke Ålander, 21 July 1935–28 December 2013. <i>Journal of Consumer Policy</i> , 2014, 37, 1-3.	1.3	3
112	The importance of the export country's environmental image for consumer responses to an imported environmentally friendly product. <i>International Marketing Review</i> , 2021, 38, 1217-1241.	3.6	3
113	Purchase Intentions of Non-Certified Organic Food in a Non-Regulated Market: An Application of the Theory of Planned Behavior. <i>Journal of International Food and Agribusiness Marketing</i> , 2023, 35, 110-133.	2.1	3
114	Consumer Attitudes Towards Imported Organic Food in China and Germany: The Key Importance of Trust. <i>Journal of Macromarketing</i> , 2023, 43, 233-254.	2.6	3
115	A welcome to our new Editorial Board. <i>Journal of Consumer Policy</i> , 2016, 39, 1-1.	1.3	2
116	An Editorial and a Welcome: Our New Editorial Board (2011–2015). <i>Journal of Consumer Policy</i> , 2011, 34, 1-1.	1.3	1
117	Celebration of 40 Years of the <i>Journal of Consumer Policy</i> and What the Next 40 Might Look Like. <i>Journal of Consumer Policy</i> , 2017, 40, 235-244.	1.3	1
118	The value priorities of consumer innovators. <i>Science and Public Policy</i> , 2021, 48, 679-696.	2.4	1
119	The <i>Journal of Consumer Policy</i> Outstanding Reviewer Award. <i>Journal of Consumer Policy</i> , 2009, 32, 201-202.	1.3	0
120	The <i>Journal of Consumer Policy</i> Outstanding Reviewer Award 2011. <i>Journal of Consumer Policy</i> , 2011, 34, 399-400.	1.3	0
121	The <i>Journal of Consumer Policy</i> Outstanding Reviewer Award 2013. <i>Journal of Consumer Policy</i> , 2013, 36, 367-368.	1.3	0
122	The life and work of Folke Ålander (1935–2013). <i>Journal of Economic Psychology</i> , 2014, 43, iii-vi.	2.2	0
123	Main Effects and Side Effects of Environmental Regulation. , 2005, , 311-324.		0
124	Moving car commuters to public transport in Copenhagen. , 0, , 64-78.		0