

# John Thgersen

## List of Publications by Citations

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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.

119  
papers

8,820  
citations

51  
h-index

93  
g-index

130  
ext. papers

10,332  
ext. citations

4.6  
avg, IF

7.13  
L-index

#	Paper	IF	Citations
119	Sustainable Consumption: Opportunities for Consumer Research and Public Policy. <i>Journal of Public Policy and Marketing</i> , <b>2011</b> , 30, 31-38	3.8	432
118	Human values and the emergence of a sustainable consumption pattern: A panel study. <i>Journal of Economic Psychology</i> , <b>2002</b> , 23, 605-630	2.5	381
117	Spillover of environment-friendly consumer behaviour. <i>Journal of Environmental Psychology</i> , <b>2003</b> , 23, 225-236	6.7	329
116	Understanding of consumer behaviour as a prerequisite for environmental protection. <i>Journal of Consumer Policy</i> , <b>1995</b> , 18, 345-385	2.4	320
115	How May Consumer Policy Empower Consumers for Sustainable Lifestyles?. <i>Journal of Consumer Policy</i> , <b>2005</b> , 28, 143-177	2.4	295
114	Simple and Painless? The Limitations of Spillover in Environmental Campaigning. <i>Journal of Consumer Policy</i> , <b>2009</b> , 32, 141-163	2.4	292
113	Norms for environmentally responsible behaviour: An extended taxonomy. <i>Journal of Environmental Psychology</i> , <b>2006</b> , 26, 247-261	6.7	287
112	A cognitive dissonance interpretation of consistencies and inconsistencies in environmentally responsible behavior. <i>Journal of Environmental Psychology</i> , <b>2004</b> , 24, 93-103	6.7	262
111	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> , <b>2017</b> , 140, 323-337	4.3	254
110	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> , <b>2007</b> , 28, 93-112	2.5	251
109	Recycling and Morality: A Critical Review of the Literature. <i>Environment and Behavior</i> , <b>1996</b> , 28, 536-558	5.6	249
108	Psychological Determinants of Paying Attention to Eco-Labels in Purchase Decisions: Model Development and Multinational Validation. <i>Journal of Consumer Policy</i> , <b>2000</b> , 23, 285-313	2.4	221
107	Consumer responses to ecolabels. <i>European Journal of Marketing</i> , <b>2010</b> , 44, 1787-1810	4.4	220
106	Country Differences in Sustainable Consumption: The Case of Organic Food. <i>Journal of Macromarketing</i> , <b>2010</b> , 30, 171-185	1.9	218
105	Spillover processes in the development of a sustainable consumption pattern. <i>Journal of Economic Psychology</i> , <b>1999</b> , 20, 53-81	2.5	209
104	Like father, like son? Intergenerational transmission of values, attitudes, and behaviours in the environmental domain. <i>Journal of Environmental Psychology</i> , <b>2009</b> , 29, 414-421	6.7	166
103	Electricity saving in households: A social cognitive approach. <i>Energy Policy</i> , <b>2010</b> , 38, 7732-7743	7.2	157

102	To What Degree are Environmentally Beneficial Choices Reflective of a General Conservation Stance?. <i>Environment and Behavior</i> , <b>2006</b> , 38, 550-569	5.6	152
101	Behavioural spillover in the environmental domain: An intervention study. <i>Journal of Environmental Psychology</i> , <b>2014</b> , 40, 381-390	6.7	151
100	Consumer Decision Making Regarding a Green Everyday Product. <i>Psychology and Marketing</i> , <b>2012</b> , 29, 187-197	3.9	142
99	Action speaks louder than words: The effect of personal attitudes and family norms on adolescents' pro-environmental behaviour. <i>Journal of Economic Psychology</i> , <b>2012</b> , 33, 292-302	2.5	141
98	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> , <b>2014</b> , 37, 52-60	5.8	135
97	Informing Versus Nudging in Environmental Policy. <i>Journal of Consumer Policy</i> , <b>2014</b> , 37, 341-356	2.4	132
96	Promoting public transport as a subscription service: Effects of a free month travel card. <i>Transport Policy</i> , <b>2009</b> , 16, 335-343	5.7	132
95	Chinese consumers' adoption of a green innovation: The case of organic food. <i>Journal of Marketing Management</i> , <b>2012</b> , 28, 313-333	3.2	124
94	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> , <b>2013</b> , 30, 335-344	2	122
93	Monetary Incentives and Recycling: Behavioural and Psychological Reactions to a Performance-Dependent Garbage Fee. <i>Journal of Consumer Policy</i> , <b>2003</b> , 26, 197-228	2.4	121
92	Consumer buying motives and attitudes towards organic food in two emerging markets. <i>International Marketing Review</i> , <b>2015</b> , 32, 389-413	4.4	116
91	The Dynamic Interaction of Personal Norms and Environment-Friendly Buying Behavior: A Panel Study1. <i>Journal of Applied Social Psychology</i> , <b>2006</b> , 36, 1758-1780	2.1	113
90	Breaking car use habits: The effectiveness of a free one-month travelcard. <i>Transportation</i> , <b>2008</b> , 35, 329-345	4.5	108
89	Does green consumerism increase the acceptance of wind power?. <i>Energy Policy</i> , <b>2012</b> , 51, 854-862	7.2	101
88	Feedback on household electricity consumption: learning and social influence processes. <i>International Journal of Consumer Studies</i> , <b>2011</b> , 35, 138-145	5.7	98
87	Social norms and cooperation in real-life social dilemmas. <i>Journal of Economic Psychology</i> , <b>2008</b> , 29, 458-472	4.5	95
86	Responsible technology acceptance: Model development and application to consumer acceptance of Smart Grid technology. <i>Applied Energy</i> , <b>2014</b> , 134, 392-400	10.7	94
85	A model of recycling behaviour, with evidence from Danish source separation programmes. <i>International Journal of Research in Marketing</i> , <b>1994</b> , 11, 145-163	5.5	94

84	Following family or friends. Social norms in adolescent healthy eating. <i>Appetite</i> , <b>2015</b> , 86, 54-60	4.5	89
83	Green Shopping: For Selfish Reasons or the Common Good?. <i>American Behavioral Scientist</i> , <b>2011</b> , 55, 1052-1076	3.8	69
82	Direct experience and the strength of the personal norm-behavior relationship. <i>Psychology and Marketing</i> , <b>2002</b> , 19, 881-893	3.9	89
81	The Motivational Roots of Norms for Environmentally Responsible Behavior. <i>Basic and Applied Social Psychology</i> , <b>2009</b> , 31, 348-362	1.1	82
80	Monetary incentives and environmental concern. Effects of a differentiated garbage fee. <i>Journal of Consumer Policy</i> , <b>1994</b> , 17, 407-442	2.4	75
79	Unsustainable Consumption. <i>European Psychologist</i> , <b>2014</b> , 19, 84-95	4.4	71
78	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> , <b>2017</b> , 119, 542-557	2.8	70
77	Marketing of electric vehicles. <i>Business Strategy and the Environment</i> , <b>2001</b> , 10, 53-65	8.6	66
76	Understanding repetitive travel mode choices in a stable context: A panel study approach. <i>Transportation Research, Part A: Policy and Practice</i> , <b>2006</b> , 40, 621-638	3.7	64
75	Sustainable food consumption in the nexus between national context and private lifestyle: A multi-level study. <i>Food Quality and Preference</i> , <b>2017</b> , 55, 16-25	5.8	63
74	A better carbon footprint label. <i>Journal of Cleaner Production</i> , <b>2016</b> , 125, 86-94	10.3	61
73	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> , <b>2017</b> , 54, 11-19	6.7	60
72	How stable is the value basis for organic food consumption in China?. <i>Journal of Cleaner Production</i> , <b>2016</b> , 134, 214-224	10.3	59
71	Will the Consistent Organic Food Consumer Step Forward? An Empirical Analysis. <i>Journal of Consumer Research</i> , <b>2017</b> , 44, 519-535	6.3	56
70	Media attention and the market for green consumer products. <i>Business Strategy and the Environment</i> , <b>2006</b> , 15, 145-156	8.6	54
69	The Mediated Influence of a Traceability Label on Consumer's Willingness to Buy the Labelled Product. <i>Journal of Business Ethics</i> , <b>2014</b> , 124, 283-295	4.3	52
68	Complaining: A function of attitude, personality, and situation. <i>Psychology and Marketing</i> , <b>2009</b> , 26, 760-777	3.7	51
67	Putting Sustainable Consumption into Practice. <i>Journal of Consumer Policy</i> , <b>2011</b> , 34, 3-8	2.4	47

66	A Social Norms Intervention Going Wrong: Boomerang Effects from Descriptive Norms Information. <i>Sustainability</i> , <b>2018</b> , 10, 2848	3.6	47
65	The impact of organic certification and country of origin on consumer food choice in developed and emerging economies. <i>Food Quality and Preference</i> , <b>2019</b> , 72, 10-30	5.8	42
64	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> , <b>2017</b> , 62, 57-67	2.4	38
63	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> , <b>2019</b> , 90, 180-186	15.3	37
62	Social desirability and sustainable food research: A systematic literature review. <i>Food Quality and Preference</i> , <b>2019</b> , 71, 136-140	5.8	37
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> , <b>2014</b> , 3, 113-123	7.7	37
60	From Knowledge to Action New Paths Towards Sustainable Consumption. <i>Journal of Consumer Policy</i> , <b>2012</b> , 35, 1-5	2.4	33
59	Sustainable user innovation from a policy perspective: a systematic literature review. <i>Journal of Cleaner Production</i> , <b>2016</b> , 133, 65-77	10.3	33
58	Housing-related lifestyle and energy saving: A multi-level approach. <i>Energy Policy</i> , <b>2017</b> , 102, 73-87	7.2	30
57	Perceptual and motivational reasons for the low adoption of electric cars in Denmark. <i>Transportation Research Part F: Traffic Psychology and Behaviour</i> , <b>2019</b> , 65, 89-106	4.5	29
56	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> , <b>2019</b> , 60, 685-699	4.5	28
55	Direct and mediated impacts of product and process characteristics on consumers' choice of organic vs. conventional chicken. <i>Food Quality and Preference</i> , <b>2013</b> , 29, 106-112	5.8	26
54	Handbook of Research on Sustainable Consumption <b>2015</b> ,		26
53	Frontiers in Sustainable Consumption Research. <i>Gaia</i> , <b>2016</b> , 25, 234-240	1.4	26
52	Frugal or green? Basic drivers of energy saving in European households. <i>Journal of Cleaner Production</i> , <b>2018</b> , 197, 1521-1530	10.3	25
51	Wasteful food consumption: Trends in food and packaging waste. <i>Scandinavian Journal of Management</i> , <b>1996</b> , 12, 291-304	2.3	24
50	I nudge myself: Exploring self-nudging strategies to drive sustainable consumption behaviour. <i>International Journal of Consumer Studies</i> , <b>2018</b> , 42, 141-154	5.7	22
49	Be Careful What You Say The role of psychological reactance on the impact of pro-environmental normative appeals. <i>Journal of Business Research</i> , <b>2020</b> , 113, 257-265	8.7	20

48	Who attempts to drive less in New England?. <i>Transportation Research Part F: Traffic Psychology and Behaviour</i> , <b>2014</b> , 23, 69-80	4.5	18
47	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> , <b>2021</b> , 20, 288-308	3	18
46	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> , <b>2016</b> , 31, 171-84	1.8	17
45	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> , <b>2019</b> , 10, 788	3.4	16
44	Consumers' evaluation of imported organic food products: The role of geographical distance. <i>Appetite</i> , <b>2018</b> , 130, 134-145	4.5	16
43	Family members' roles in healthy-eating socialization based on a healthy-eating intervention. <i>Young Consumers</i> , <b>2012</b> , 13, 208-223	2.4	16
42	Sustainable Seafood Consumption in Action: Relevant Behaviors and their Predictors. <i>Sustainability</i> , <b>2017</b> , 9, 2313	3.6	14
41	Consumer behavior and climate change: consumers need considerable assistance. <i>Current Opinion in Behavioral Sciences</i> , <b>2021</b> , 42, 9-14	4	14
40	Exploring private consumers' willingness to adopt Smart Grid technology. <i>International Journal of Consumer Studies</i> , <b>2015</b> , 39, 648-660	5.7	13
39	The Mediated Influences of Perceived Norms on Pro-environmental Behavior. <i>Revue D'Economie Politique</i> , <b>2014</b> , 124, 179	0.1	12
38	Transport-related lifestyle and environmentally-friendly travel mode choices: A multi-level approach. <i>Transportation Research, Part A: Policy and Practice</i> , <b>2018</b> , 107, 166-186	3.7	12
37	Ageing in a transit-oriented city: Satisfaction with transport, social inclusion and wellbeing. <i>Transport Policy</i> , <b>2020</b> , 97, 85-94	5.7	11
36	Developing-Economy preferences for imported organic food products. <i>Journal of International Consumer Marketing</i> , <b>2019</b> , 31, 225-249	2.1	10
35	A Research Agenda to Better Understand the Human Dimensions of Energy Transitions. <i>Frontiers in Psychology</i> , <b>2021</b> , 12, 672776	3.4	10
34	THE IMPORTANCE OF CULTURAL VALUES AND TRUST FOR INNOVATION IN A EUROPEAN STUDY. <i>International Journal of Innovation Management</i> , <b>2018</b> , 22, 1850017	1.5	8
33	Goal activation for sustainable consumer choices: A comparative study of Denmark and Brazil. <i>Journal of Consumer Behaviour</i> , <b>2020</b> , 19, 556-569	3	7
32	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> , <b>2011</b> , 92, 2461-9	7.9	7
31	Journal of Consumer Policy's 40th Anniversary Conference: A Forward Looking Consumer Policy Research Agenda. <i>Journal of Consumer Policy</i> , <b>2020</b> , 43, 1-9	2.4	6

30	Changing Household Energy Usage: The Downsides of Incentives and How to Overcome Them. <i>IEEE Power and Energy Magazine</i> , <b>2018</b> , 16, 42-48	2.4	6
29	A systematic literature review on meta sustainability labeling [What do we (not) know?]. <i>Journal of Cleaner Production</i> , <b>2021</b> , 293, 126194	10.3	6
28	Effects of the Euro Changeover on Consumer Behaviour: Introduction to the Special Issue. <i>Journal of Consumer Policy</i> , <b>2007</b> , 30, 303-311	2.4	5
27	Car Use Habits: An Obstacle to the Use of Public Transportation? <b>2008</b> , 301-313		5
26	Country image and consumer evaluation of imported products: test of a hierarchical model in four countries. <i>European Journal of Marketing</i> , <b>2021</b> , 55, 444-467	4.4	5
25	Coping with multiple identities related to meat consumption. <i>Psychology and Marketing</i> , <b>2021</b> , 38, 159-182		5
24	Economic Psychology and Pro-Environmental Behaviour <b>2017</b> , 435-450		4
23	Social Marketing in Travel Demand Management <b>2014</b> , 113-129		4
22	Drivers of and barriers to consumers' plastic packaging waste avoidance and recycling - A systematic literature review.. <i>Waste Management</i> , <b>2022</b> , 141, 63-78	8.6	4
21	Behaviour Change for Sustainable Consumption. <i>Journal of Consumer Policy</i> , <b>2020</b> , 43, 249-253	2.4	3
20	What drives organic food consumption in Lebanon?. <i>International Journal of Nonprofit and Voluntary Sector Marketing</i> , <b>2019</b> , 24, e1664	0.6	3
19	Folke B�nder, 21 July 1935�8 December 2013. <i>Journal of Consumer Policy</i> , <b>2014</b> , 37, 1-3	2.4	3
18	I did my bit! The impact of compensatory beliefs and norms on the adoption of electric vehicles in Norway. <i>Energy Research and Social Science</i> , <b>2022</b> , 89, 102541	7.7	2
17	Affluence and unsustainable consumption levels: The role of consumer credit. <i>Cleaner and Responsible Consumption</i> , <b>2020</b> , 1, 100003	1.6	2
16	Does online chatter matter for consumer behaviour? A priming experiment on organic food. <i>International Journal of Consumer Studies</i> ,	5.7	2
15	A welcome to our new Editorial Board. <i>Journal of Consumer Policy</i> , <b>2016</b> , 39, 1-1	2.4	1
14	An Editorial and a Welcome: Our New Editorial Board (2011�015). <i>Journal of Consumer Policy</i> , <b>2011</b> , 34, 1-1	2.4	1
13	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> , <b>2022</b> , 84, 102320	7.7	1



12	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> , 1-24	1.5	1
11	The value priorities of consumer innovators. <i>Science and Public Policy</i> ,	1.8	1
10	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> , <b>2021</b> , 79, 102168	7.7	1
9	Experimental evidence of moral cleansing in the interpersonal and environmental domains. <i>Journal of Behavioral and Experimental Economics</i> , <b>2022</b> , 97, 101838	1.5	0
8	Consumer Attitudes Towards Imported Organic Food in China and Germany: The Key Importance of Trust. <i>Journal of Macromarketing</i> , 027614672210770	1.9	0
7	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> , <b>2022</b> , 144, 217-235	8.7	0
6	What role do climate considerations play in consumption of red meat in Norway?. <i>Global Environmental Change</i> , <b>2022</b> , 73, 102490	10.1	0
5	Celebration of 40 Years of the Journal of Consumer Policy and What the Next 40 Might Look Like. <i>Journal of Consumer Policy</i> , <b>2017</b> , 40, 235-244	2.4	
4	The Journal of Consumer Policy Outstanding Reviewer Award 2013. <i>Journal of Consumer Policy</i> , <b>2013</b> , 36, 367-368	2.4	
3	The Journal of Consumer Policy Outstanding Reviewer Award 2011. <i>Journal of Consumer Policy</i> , <b>2011</b> , 34, 399-400	2.4	
2	The Journal of Consumer Policy Outstanding Reviewer Award. <i>Journal of Consumer Policy</i> , <b>2009</b> , 32, 201-202		
1	Main Effects and Side Effects of Environmental Regulation <b>2005</b> , 311-324		