

Yaacov Trope

List of Publications by Year in descending order

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Version: 2024-02-01

140
papers

27,751
citations

17776

65
h-index

13635

134
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142
all docs

142
docs citations

142
times ranked

11513
citing authors

#	ARTICLE	IF	CITATIONS
1	Keeping One's Distance: Mask Wearing is Implicitly Associated With Psychological Distance. <i>Social Psychological and Personality Science</i> , 2022, 13, 875-883.	2.4	2
2	Regulatory Scope and Its Mental and Social Supports. <i>Perspectives on Psychological Science</i> , 2021, 16, 204-224.	5.2	22
3	Aging Impairs Inhibitory Control Over Incidental Cues: A Construal-Level Perspective. <i>Psychological Science</i> , 2021, 32, 1442-1451.	1.8	6
4	Grounded separation: can the sensorimotor be grounded in the symbolic?. <i>Behavioral and Brain Sciences</i> , 2021, 44, e8.	0.4	0
5	Megastudies improve the impact of applied behavioural science. <i>Nature</i> , 2021, 600, 478-483.	13.7	80
6	Above and beyond the concrete: The diverse representational substrates of the predictive brain. <i>Behavioral and Brain Sciences</i> , 2020, 43, e121.	0.4	61
7	Better off and far away: Reactions to others' outcomes depends on their distance. <i>Organizational Behavior and Human Decision Processes</i> , 2020, 156, 13-23.	1.4	13
8	Person-centered cognition: The presence of people in a visual scene promotes relational reasoning. <i>Journal of Experimental Social Psychology</i> , 2020, 90, 104009.	1.3	6
9	Above and beyond "Above and beyond the concrete". <i>Behavioral and Brain Sciences</i> , 2020, 43, e153.	0.4	6
10	Beliefs About Abstraction: How Abstract Thinking Signals Motivation and Influences Employability. <i>Proceedings - Academy of Management</i> , 2020, 2020, 17514.	0.0	0
11	Temporal orientation. <i>Current Opinion in Psychology</i> , 2019, 26, 62-66.	2.5	11
12	The Gift of Psychological Closeness: How Feasible Versus Desirable Gifts Reduce Psychological Distance to the Giver. <i>Personality and Social Psychology Bulletin</i> , 2019, 45, 360-371.	1.9	22
13	Distance-dependent memory for pictures and words. <i>Journal of Memory and Language</i> , 2019, 105, 119-130.	1.1	12
14	Psychological Distance Promotes Exploration in Search of a Global Maximum. <i>Personality and Social Psychology Bulletin</i> , 2019, 45, 893-906.	1.9	12
15	Psychological distance modulates goal-based versus movement-based imitation.. <i>Journal of Experimental Psychology: Human Perception and Performance</i> , 2019, 45, 1031-1048.	0.7	20
16	Understanding Self-Control as a Whole vs. Part Dynamic. <i>Neuroethics</i> , 2018, 11, 283-296.	1.7	22
17	From "me" to "we": The role of construal level in promoting maximized joint outcomes. <i>Organizational Behavior and Human Decision Processes</i> , 2018, 147, 16-25.	1.4	17
18	Beyond direct reference: Comparing the present to the past promotes abstract processing.. <i>Journal of Experimental Psychology: General</i> , 2018, 147, 933-938.	1.5	6

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19	Construal Level Theory in Organizational Research. Annual Review of Organizational Psychology and Organizational Behavior, 2017, 4, 367-400.	5.6	129
20	Aversive smell associations shape social judgment. Neurobiology of Learning and Memory, 2017, 144, 86-95.	1.0	2
21	Psychological distance reduces literal imitation: Evidence from an imitation-learning paradigm.. Journal of Experimental Psychology: Human Perception and Performance, 2016, 42, 320-330.	0.7	21
22	In the Eye of the Betrothed. Personality and Social Psychology Bulletin, 2016, 42, 879-892.	1.9	33
23	Communicating With Distant Others. Social Psychological and Personality Science, 2016, 7, 37-44.	2.4	23
24	The sound of distance. Cognition, 2016, 152, 141-149.	1.1	33
25	Cognitive control modulates attention to food cues: Support for the control readiness model of self-control. Brain and Cognition, 2016, 110, 94-101.	0.8	17
26	Justice Without Borders. Personality and Social Psychology Bulletin, 2016, 42, 1349-1363.	1.9	26
27	Social learning across psychological distance.. Journal of Personality and Social Psychology, 2016, 110, 1-19.	2.6	47
28	Big picture is better: The social implications of construal level for advice taking. Organizational Behavior and Human Decision Processes, 2016, 135, 22-31.	1.4	65
29	When the Spatial and Ideological Collide. Psychological Science, 2016, 27, 375-383.	1.8	10
30	From Time Perspective to Psychological Distance (and Back). , 2015, , 143-154.		9
31	A Map for Social Navigation in the Human Brain. Neuron, 2015, 87, 231-243.	3.8	414
32	How Words Transcend and Pictures Immerse. Social Psychological and Personality Science, 2015, 6, 123-130.	2.4	37
33	The Social Implications of Construal Level for Advice Taking and Status Conferral. Proceedings - Academy of Management, 2015, 2015, 12185.	0.0	2
34	Vowel sounds in words affect mental construal and shift preferences for targets.. Journal of Experimental Psychology: General, 2014, 143, 1082-1096.	1.5	37
35	High Level of Construal and Psychological Distance Reduce Melioration. Journal of Behavioral Decision Making, 2014, 27, 291-300.	1.0	2
36	Structured Versus Unstructured Regulation: On Procedural Mindsets and the Mechanisms of Priming Effects. Social Cognition, 2014, 32, 68-87.	0.5	22

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37	The control-freak mind: Stereotypical biases are eliminated following conflict-activated cognitive control.. Journal of Experimental Psychology: General, 2014, 143, 498-503.	1.5	44
38	Construal level and temporal judgments of the past: the moderating role of knowledge. Psychonomic Bulletin and Review, 2014, 21, 734-739.	1.4	17
39	Why Feasibility Matters More to Gift Receivers than to Givers: A Construal-Level Approach to Gift Giving. Journal of Consumer Research, 2014, 41, 169-182.	3.5	163
40	Traversing psychological distance. Trends in Cognitive Sciences, 2014, 18, 364-369.	4.0	247
41	What happens why? Psychological distance and focusing on causes versus consequences of events.. Journal of Personality and Social Psychology, 2013, 104, 457-472.	2.6	55
42	The Use of Visual and Verbal Means of Communication Across Psychological Distance. Personality and Social Psychology Bulletin, 2013, 39, 43-56.	1.9	74
43	Selling the Forest, Buying the Trees: The Effect of Construal Level on Seller-Buyer Price Discrepancy. Journal of Consumer Research, 2013, 40, 284-297.	3.5	55
44	Distance from a distance: Psychological distance reduces sensitivity to any further psychological distance.. Journal of Experimental Psychology: General, 2013, 142, 644-657.	1.5	109
45	When time flies: How abstract and concrete mental construal affect the perception of time.. Journal of Experimental Psychology: General, 2013, 142, 336-347.	1.5	44
46	The Common Currency of Psychological Distance. Current Directions in Psychological Science, 2013, 22, 278-282.	2.8	59
47	Warnings of Adverse Side Effects Can Backfire Over Time. Psychological Science, 2013, 24, 1842-1847.	1.8	31
48	The Highs and Lows of Mental Representation: A Construal Level Perspective on the Structure of Knowledge. , 2013, , .		4
49	Holistic person processing: Faces with bodies tell the whole story.. Journal of Personality and Social Psychology, 2012, 103, 20-37.	2.6	135
50	Disembodiment: Abstract construal attenuates the influence of contextual bodily state in judgment.. Journal of Experimental Psychology: General, 2012, 141, 211-216.	1.5	84
51	Body Cues, Not Facial Expressions, Discriminate Between Intense Positive and Negative Emotions. Science, 2012, 338, 1225-1229.	6.0	598
52	Do object-category selective regions in the ventral visual stream represent perceived distance information?. Brain and Cognition, 2012, 80, 201-213.	0.8	35
53	Approach/Avoidance Orientations Affect Self-construal and Identification with In-group. Self and Identity, 2012, 11, 255-272.	1.0	15
54	Selling the Forest, Buying the Trees: Mental Representation of Endowments. Proceedings - Academy of Management, 2012, 2012, 16987.	0.0	0

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55	The effects of time perspective and level of construal on social distance. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 397-402.	1.3	143
56	Correct acceptance weighs more than correct rejection: a decision bias induced by question framing. <i>Psychonomic Bulletin and Review</i> , 2011, 18, 103-109.	1.4	7
57	Scale and construal: How larger measurement units shrink length estimates and expand mental horizons. <i>Psychonomic Bulletin and Review</i> , 2011, 18, 165-170.	1.4	45
58	Politeness and psychological distance: A construal level perspective.. <i>Journal of Personality and Social Psychology</i> , 2010, 98, 268-280.	2.6	268
59	Flexibility now, consistency later: Psychological distance and construal shape evaluative responding.. <i>Journal of Personality and Social Psychology</i> , 2010, 99, 32-51.	2.6	136
60	Construal-level theory of psychological distance.. <i>Psychological Review</i> , 2010, 117, 440-463.	2.7	4,079
61	Flexibility and Consistency in Evaluative Responding. <i>Advances in Experimental Social Psychology</i> , 2010, 43, 257-295.	2.0	28
62	Reconstruction of things past: Why do some memories feel so close and others so far away?. <i>Journal of Experimental Social Psychology</i> , 2010, 46, 217-220.	1.3	38
63	Counteractive evaluation: Asymmetric shifts in the implicit value of conflicting motivations. <i>Journal of Experimental Social Psychology</i> , 2010, 46, 29-38.	1.3	109
64	The Effects of Abstraction on Integrative Agreements: When Seeing the Forest Helps Avoid Getting Tangled in the Trees. <i>Social Cognition</i> , 2009, 27, 402-417.	0.5	39
65	When values matter: Expressing values in behavioral intentions for the near vs. distant future. <i>Journal of Experimental Social Psychology</i> , 2009, 45, 35-43.	1.3	245
66	Cognitive consequences of affirming the self: The relationship between self-affirmation and object construal. <i>Journal of Experimental Social Psychology</i> , 2009, 45, 927-932.	1.3	80
67	Spontaneous trait inference and construal level theory: Psychological distance increases nonconscious trait thinking. <i>Journal of Experimental Social Psychology</i> , 2009, 45, 1088-1097.	1.3	147
68	The Effect of Construal Level on Subjective Probability Estimates. <i>Psychological Science</i> , 2009, 20, 52-58.	1.8	216
69	Distance-dependent processing of pictures and words.. <i>Journal of Experimental Psychology: General</i> , 2009, 138, 400-415.	1.5	164
70	Influencing attitudes toward near and distant objects. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 562-572.	1.3	208
71	Judging near and distant virtue and vice. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 1204-1209.	1.3	272
72	Interpersonal similarity as a social distance dimension: Implications for perception of others's actions. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 1256-1269.	1.3	479

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73	The Psychology of Transcending the Here and Now. <i>Science</i> , 2008, 322, 1201-1205.	6.0	868
74	Representations of the self in the near and distant future.. <i>Journal of Personality and Social Psychology</i> , 2008, 95, 757-773.	2.6	160
75	Construal Level and Procrastination. <i>Psychological Science</i> , 2008, 19, 1308-1314.	1.8	137
76	Automatic processing of psychological distance: Evidence from a Stroop task.. <i>Journal of Experimental Psychology: General</i> , 2007, 136, 610-622.	1.5	245
77	The effect of level of construal on the temporal distance of activity enactment. <i>Journal of Experimental Social Psychology</i> , 2007, 43, 143-149.	1.3	276
78	Probability as a psychological distance: Construal and preferences. <i>Journal of Experimental Social Psychology</i> , 2007, 43, 473-482.	1.3	176
79	Construal Levels and Psychological Distance: Effects on Representation, Prediction, Evaluation, and Behavior. <i>Journal of Consumer Psychology</i> , 2007, 17, 83-95.	3.2	1,191
80	Construal Level Theory and Consumer Behavior. <i>Journal of Consumer Psychology</i> , 2007, 17, 113-117.	3.2	329
81	The association between psychological distance and construal level: Evidence from an implicit association test.. <i>Journal of Experimental Psychology: General</i> , 2006, 135, 609-622.	1.5	417
82	You focus on the forest when you're in charge of the trees: Power priming and abstract information processing.. <i>Journal of Personality and Social Psychology</i> , 2006, 90, 578-596.	2.6	612
83	Negotiation from a near and distant time perspective.. <i>Journal of Personality and Social Psychology</i> , 2006, 91, 712-729.	2.6	118
84	Predicting the near and distant future.. <i>Journal of Experimental Psychology: General</i> , 2006, 135, 152-161.	1.5	123
85	Transcending the "Here": The Effect of Spatial Distance on Social Judgment.. <i>Journal of Personality and Social Psychology</i> , 2006, 91, 845-856.	2.6	222
86	Seeing the forest when entry is unlikely: Probability and the mental representation of events.. <i>Journal of Experimental Psychology: General</i> , 2006, 135, 641-653.	1.5	342
87	Construal levels and self-control.. <i>Journal of Personality and Social Psychology</i> , 2006, 90, 351-367.	2.6	930
88	Spatial Distance and Mental Construal of Social Events. <i>Psychological Science</i> , 2006, 17, 278-282.	1.8	502
89	The Psychology of Intertemporal Discounting: Why are Distant Events Valued Differently from Proximal Ones?. <i>Marketing Letters</i> , 2005, 16, 347-360.	1.9	185
90	Positive Mood and Future-Oriented Self-Evaluation. <i>Motivation and Emotion</i> , 2005, 29, 267-294.	0.8	33

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91	The substitutability of external control and self-control. <i>Journal of Experimental Social Psychology</i> , 2005, 41, 256-270.	1.3	161
92	Stereotype-Biased Search and Processing of Information About Group Members. <i>Social Cognition</i> , 2004, 22, 650-672.	0.5	41
93	Theory in Social Psychology: Seeing the Forest and the Trees. <i>Personality and Social Psychology Review</i> , 2004, 8, 193-200.	3.4	34
94	The influence of abstract and concrete mindsets on anticipating and guiding others' self-regulatory efforts. <i>Journal of Experimental Social Psychology</i> , 2004, 40, 739-752.	1.3	485
95	The Pros and Cons of Temporally Near and Distant Action.. <i>Journal of Personality and Social Psychology</i> , 2004, 86, 781-795.	2.6	254
96	Creeping dispositionism: The temporal dynamics of behavior prediction.. <i>Journal of Personality and Social Psychology</i> , 2003, 84, 485-497.	2.6	250
97	The role of perceived control in overcoming defensive self-evaluation. <i>Journal of Experimental Social Psychology</i> , 2003, 39, 407-419.	1.3	43
98	Temporal construal.. <i>Psychological Review</i> , 2003, 110, 403-421.	2.7	2,559
99	Creeping dispositionism: the temporal dynamics of behavior prediction. <i>Journal of Personality and Social Psychology</i> , 2003, 84, 485-97.	2.6	50
100	Time-dependent gambling: Odds now, money later.. <i>Journal of Experimental Psychology: General</i> , 2002, 131, 364-376.	1.5	247
101	Walking the tightrope between feeling good and being accurate: Mood as a resource in processing persuasive messages.. <i>Journal of Personality and Social Psychology</i> , 2002, 83, 510-525.	2.6	248
102	The effect of temporal distance on level of mental construal. <i>Journal of Experimental Social Psychology</i> , 2002, 38, 523-534.	1.3	683
103	Walking the tightrope between feeling good and being accurate: mood as a resource in processing persuasive messages. <i>Journal of Personality and Social Psychology</i> , 2002, 83, 510-25.	2.6	60
104	Time-dependent gambling: odds now, money later. <i>Journal of Experimental Psychology: General</i> , 2002, 131, 364-76.	1.5	80
105	Temporal construal and time-dependent changes in preference.. <i>Journal of Personality and Social Psychology</i> , 2000, 79, 876-889.	2.6	685
106	Counteractive self-control in overcoming temptation.. <i>Journal of Personality and Social Psychology</i> , 2000, 79, 493-506.	2.6	454
107	Augmentation and Undermining from Combining Activities: The Role of Choice in Activity Engagement Theory. <i>Journal of Experimental Social Psychology</i> , 1999, 35, 285-307.	1.3	17
108	Title is missing!. <i>Motivation and Emotion</i> , 1998, 22, 53-72.	0.8	148

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109	The role of feasibility and desirability considerations in near and distant future decisions: A test of temporal construal theory.. Journal of Personality and Social Psychology, 1998, 75, 5-18.	2.6	1,672
110	Effortfulness and flexibility of dispositional judgment processes.. Journal of Personality and Social Psychology, 1997, 73, 662-674.	2.6	81
111	Reconciling competing motives in self-evaluation: The role of self-control in feedback seeking.. Journal of Personality and Social Psychology, 1994, 66, 646-657.	2.6	278
112	The Use of Trait Conceptions to Identify Other People's Behavior and to Draw Inferences about their Personalities. Personality and Social Psychology Bulletin, 1993, 19, 553-562.	1.9	70
113	The What, when, and How of Dispositional Inference: New Answers and New Questions. Personality and Social Psychology Bulletin, 1993, 19, 493-500.	1.9	31
114	Levels of Inference in Dispositional Judgment. Social Cognition, 1989, 7, 296-314.	0.5	56
115	Perceptual and inferential determinants of behavior-correspondent attributions. Journal of Experimental Social Psychology, 1989, 25, 142-158.	1.3	13
116	The perceptual and inferential effects of situational inducements on dispositional attribution.. Journal of Personality and Social Psychology, 1988, 55, 165-177.	2.6	51
117	Problem solving in judgment under uncertainty.. Journal of Personality and Social Psychology, 1987, 52, 464-474.	2.6	214
118	Sensitivity to alternatives in social hypothesis-testing. Journal of Experimental Social Psychology, 1987, 23, 445-459.	1.3	45
119	Testing self-enhancement and self-assessment theories of achievement motivation: A reply to Sohn's critique. Motivation and Emotion, 1986, 10, 247-261.	0.8	11
120	Identification and inferential processes in dispositional attribution.. Psychological Review, 1986, 93, 239-257.	2.7	659
121	People's Strategies for Testing Hypotheses about Another's Personality: Confirmatory or Diagnostic?. Social Cognition, 1984, 2, 199-216.	0.5	67
122	The questions lay interviewers ask. Journal of Personality, 1984, 52, 90-106.	1.8	47
123	Information-gathering strategies in hypothesis-testing. Journal of Experimental Social Psychology, 1983, 19, 560-576.	1.3	128
124	Task construction and persistence as means for self-assessment of abilities.. Journal of Personality and Social Psychology, 1982, 42, 637-645.	2.6	36
125	Confirmatory and diagnosing strategies in social information gathering.. Journal of Personality and Social Psychology, 1982, 43, 22-34.	2.6	232
126	Self-assessment and task performance. Journal of Experimental Social Psychology, 1982, 18, 201-215.	1.3	55

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127	Self-assessment, self-enhancement, and task preference. <i>Journal of Experimental Social Psychology</i> , 1980, 16, 116-129.	1.3	107
128	The effects of base rates and individuating information on judgments about another person. <i>Journal of Experimental Social Psychology</i> , 1980, 16, 228-242.	1.3	185
129	Inferences about others from their reports about themselves. <i>European Journal of Social Psychology</i> , 1979, 9, 291-305.	1.5	4
130	Uncertainty-reducing properties of achievement tasks.. <i>Journal of Personality and Social Psychology</i> , 1979, 37, 1505-1518.	2.6	76
131	Inferences of personal characteristics on the basis of information retrieved from one's memory.. <i>Journal of Personality and Social Psychology</i> , 1978, 36, 93-106.	2.6	22
132	Extrinsic rewards, congruence between dispositions and behaviors, and perceived freedom.. <i>Journal of Personality and Social Psychology</i> , 1978, 36, 588-597.	2.6	10
133	A disposition-behavior congruity model of perceived freedom. <i>Journal of Experimental Social Psychology</i> , 1977, 13, 357-368.	1.3	9
134	Seeking information about one's ability as a determinant of choice among tasks.. <i>Journal of Personality and Social Psychology</i> , 1975, 32, 1004-1013.	2.6	145
135	Difficulty and diagnosticity as determinants of choice among tasks.. <i>Journal of Personality and Social Psychology</i> , 1975, 31, 918-925.	2.6	119
136	Processing the information contained in another's behavior. <i>Journal of Experimental Social Psychology</i> , 1975, 11, 439-458.	1.3	34
137	A decision-making analysis of persuasive argumentation and the choice-shift effect. <i>Journal of Experimental Social Psychology</i> , 1975, 11, 127-148.	1.3	52
138	Inferential processes in the forced compliance situation. <i>Journal of Experimental Social Psychology</i> , 1974, 10, 1-16.	1.3	39
139	Interpersonal comparison versus persuasive argumentation: A more direct test of alternative explanations for group-induced shifts in individual choice. <i>Journal of Experimental Social Psychology</i> , 1973, 9, 236-245.	1.3	92
140	Measuring Up to Distant Others: Expanding and Contracting the Scope of Social Comparison. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1