

# Julian Givi

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/7889199/publications.pdf>

Version: 2024-02-01

14  
papers

200  
citations

1307594

7  
h-index

1125743

13  
g-index

14  
all docs

14  
docs citations

14  
times ranked

81  
citing authors

#	ARTICLE	IF	CITATIONS
1	Why Certain Gifts Are Great to Give but Not to Get. <i>Current Directions in Psychological Science</i> , 2016, 25, 380-385.	5.3	61
2	Sentimental value and gift giving: Givers' fears of getting it wrong prevents them from getting it right. <i>Journal of Consumer Psychology</i> , 2017, 27, 473-479.	4.5	39
3	Keeping the Joneses from getting ahead in the first place: Envy's influence on gift giving behavior. <i>Journal of Business Research</i> , 2019, 101, 375-388.	10.2	20
4	Selfish Prosocial Behavior: Gift-Giving to Feel Unique. <i>Journal of the Association for Consumer Research</i> , 2020, 5, 34-43.	1.7	17
5	(Not) giving the same old song and dance: Givers'™ misguided concerns about thoughtfulness and boringness keep them from repeating gifts. <i>Journal of Business Research</i> , 2020, 117, 87-98.	10.2	13
6	An integrative review of gift-giving research in consumer behavior and marketing. <i>Journal of Consumer Psychology</i> , 2023, 33, 529-545.	4.5	11
7	The thought that counts is the one we ignore: How givers overestimate the importance of relative gift value. <i>Journal of Business Research</i> , 2021, 123, 502-515.	10.2	10
8	Gift Recipients'™ Beliefs About Occasion-based and Nonoccasion-based Gifts: The Importance of Signaling Care and Meeting Expectations in Gift Giving. <i>Journal of Consumer Psychology</i> , 2022, 32, 445-465.	4.5	8
9	When a gift exchange isn't an exchange: Why gift givers underestimate how uncomfortable recipients feel receiving a gift without reciprocating. <i>Journal of Business Research</i> , 2021, 129, 393-405.	10.2	6
10	To earmark or not to earmark when gift-giving: Gift-givers' and gift-recipients' diverging preferences for earmarked cash gifts. <i>Psychology and Marketing</i> , 2022, 39, 420-428.	8.2	6
11	Givers eschew gifts that are inferior to their own: How social norms, regulatory focus, and concerns about offending lead givers astray. <i>Journal of Consumer Psychology</i> , 2023, 33, 363-376.	4.5	4
12	The "future is now" bias: Anchoring and (insufficient) adjustment when predicting the future from the present. <i>Journal of Experimental Social Psychology</i> , 2019, 84, 103830.	2.2	3
13	How Do I Like My Chances (to Unfold)? Why Perceived Scarcity and Anticipated Hope Lead Consumers to Prefer Increasing Probabilities of Obtaining a Resource. <i>Journal of the Association for Consumer Research</i> , 2020, 5, 470-484.	1.7	2
14	Your gift, but my attitude: gift-givers'™ aversion to attitude-inconsistent gifts. <i>European Journal of Marketing</i> , 2022, ahead-of-print, .	2.9	0