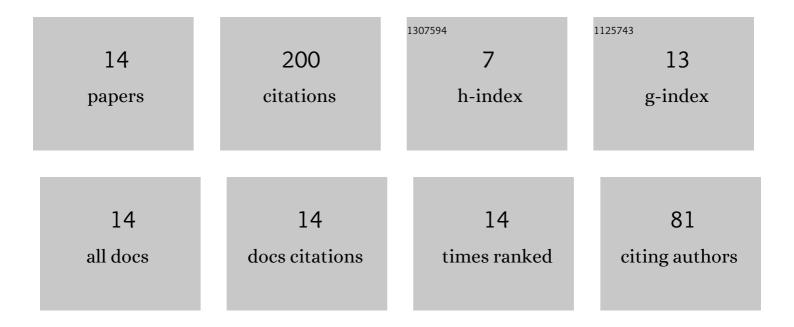
Julian Givi

List of Publications by Year in descending order

Source: https://exaly.com/author-pdf/7889199/publications.pdf Version: 2024-02-01



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