

Daniel Read

List of Publications by Year in descending order

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Version: 2024-02-01

76
papers

5,623
citations

147726

31
h-index

106281

65
g-index

82
all docs

82
docs citations

82
times ranked

3447
citing authors

#	ARTICLE	IF	CITATIONS
1	Predicting Hunger: The Effects of Appetite and Delay on Choice. <i>Organizational Behavior and Human Decision Processes</i> , 1998, 76, 189-205.	1.4	546
2	What Do People Know About Global Climate Change? 1. Mental Models. <i>Risk Analysis</i> , 1994, 14, 959-970.	1.5	512
3	Choice Bracketing. <i>Journal of Risk and Uncertainty</i> , 1999, 19, 171-197.	0.8	388
4	Is Time-Discounting Hyperbolic or Subadditive?. , 2001, 23, 5-32.		348
5	Diversification bias: Explaining the discrepancy in variety seeking between combined and separated choices.. <i>Journal of Experimental Psychology: Applied</i> , 1995, 1, 34-49.	0.9	309
6	What Do People Know About Global Climate Change? 2. Survey Studies of Educated Laypeople. <i>Risk Analysis</i> , 1994, 14, 971-982.	1.5	265
7	Time discounting over the lifespan. <i>Organizational Behavior and Human Decision Processes</i> , 2004, 94, 22-32.	1.4	264
8	Now What Do People Know About Global Climate Change? Survey Studies of Educated Laypeople. <i>Risk Analysis</i> , 2010, 30, 1520-1538.	1.5	240
9	Mixing virtue and vice: combining the immediacy effect and the diversification heuristic. <i>Journal of Behavioral Decision Making</i> , 1999, 12, 257-273.	1.0	216
10	Four Score and Seven Years from Now: The Date/Delay Effect in Temporal Discounting. <i>Management Science</i> , 2005, 51, 1326-1335.	2.4	193
11	The psychology of intertemporal tradeoffs.. <i>Psychological Review</i> , 2010, 117, 925-944.	2.7	186
12	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
13	The lure of choice. <i>Journal of Behavioral Decision Making</i> , 2003, 16, 297-308.	1.0	141
14	Discounting by Intervals: A Generalized Model of Intertemporal Choice. <i>Management Science</i> , 2006, 52, 1424-1436.	2.4	139
15	Intransitive intertemporal choice. <i>Journal of Behavioral Decision Making</i> , 2000, 13, 161-177.	1.0	130
16	Monetary incentives, what are they good for?. <i>Journal of Economic Methodology</i> , 2005, 12, 265-276.	0.6	128
17	Subadditive versus hyperbolic discounting: A comparison of choice and matching. <i>Organizational Behavior and Human Decision Processes</i> , 2003, 91, 140-153.	1.4	108
18	Can intertemporal choice experiments elicit time preferences for consumption?. <i>Experimental Economics</i> , 2007, 10, 369-389.	1.0	97

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19	How do people value extended warranties? Evidence from two field surveys. <i>Journal of Risk and Uncertainty</i> , 2010, 40, 197-218.	0.8	77
20	Four days later in Cincinnati: Longitudinal tests of hyperbolic discounting. <i>Acta Psychologica</i> , 2012, 140, 177-185.	0.7	72
21	Intrapersonal Dilemmas. <i>Human Relations</i> , 2001, 54, 1093-1117.	3.8	69
22	DRIFT: An analysis of outcome framing in intertemporal choice.. <i>Journal of Experimental Psychology: Learning Memory and Cognition</i> , 2013, 39, 573-588.	0.7	57
23	Reasons for sequence preferences. <i>Journal of Behavioral Decision Making</i> , 2002, 15, 433-460.	1.0	56
24	Enduring pain for money: decisions based on the perception and memory of pain. <i>Journal of Behavioral Decision Making</i> , 1999, 12, 1-17.	1.0	51
25	Experienced utility: Utility theory from Jeremy Bentham to Daniel Kahneman. <i>Thinking and Reasoning</i> , 2007, 13, 45-61.	2.1	50
26	The similarity heuristic. <i>Journal of Behavioral Decision Making</i> , 2011, 24, 23-46.	1.0	48
27	Which Is Better: Simultaneous or Sequential Choice?. <i>Organizational Behavior and Human Decision Processes</i> , 2001, 84, 54-70.	1.4	43
28	Weighing Outcomes <i>by</i> Time or <i>Against</i> Time? Evaluation Rules in Intertemporal Choice. <i>Cognitive Science</i> , 2014, 38, 399-438.	0.8	42
29	Prospect theory and the "forgotten" fourfold pattern of risk preferences. <i>Journal of Risk and Uncertainty</i> , 2014, 48, 67-83.	0.8	39
30	The Value of Nothing: Asymmetric Attention to Opportunity Costs Drives Intertemporal Decision Making. <i>Management Science</i> , 2017, 63, 4277-4297.	2.4	39
31	Earwitness identification: Some influences on voice recognition.. <i>Journal of Experimental Psychology: Applied</i> , 1995, 1, 6-18.	0.9	38
32	Which side are you on? The ethics of self-command. <i>Journal of Economic Psychology</i> , 2006, 27, 681-693.	1.1	38
33	The preference for scarcity: A developmental and comparative perspective. <i>Psychology and Marketing</i> , 2018, 35, 603-615.	4.6	36
34	Exploring the role of normative, financial and environmental information in promoting uptake of energy efficient technologies. <i>Journal of Environmental Psychology</i> , 2019, 63, 26-35.	2.3	30
35	Time and the marketplace. <i>Marketing Theory</i> , 2007, 7, 59-74.	1.7	25
36	Promoting behavioural change to reduce thermal energy demand in households: A review. <i>Renewable and Sustainable Energy Reviews</i> , 2019, 102, 205-214.	8.2	25

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37	Risk compensation during COVID-19: The impact of face mask usage on social distancing.. Journal of Experimental Psychology: Applied, 2021, 27, 722-738.	0.9	23
38	Time and decision: introduction to the special issue. Journal of Behavioral Decision Making, 2000, 13, 141-144.	1.0	22
39	Subjective Bayesian beliefs. Journal of Risk and Uncertainty, 2015, 50, 35-54.	0.8	20
40	Two Faces of Representativeness: The Effects of Response Format on Beliefs about Random Sampling. Journal of Behavioral Decision Making, 1996, 9, 249-264.	1.0	19
41	The Efficacy of Different Methods for Informing the Public About the Range Dependency of Magnetic Fields from High Voltage Power Lines. Risk Analysis, 1998, 18, 603-610.	1.5	17
42	Underlying wishes and nudged choices.. Journal of Experimental Psychology: Applied, 2018, 24, 459-475.	0.9	16
43	Time and outcome framing in intertemporal tradeoffs.. Journal of Experimental Psychology: Learning Memory and Cognition, 2013, 39, 1192-1212.	0.7	15
44	Exploring the Role of Messenger Effects and Feedback Frames in Promoting Uptake of Energy-Efficient Technologies. Current Psychology, 2019, 38, 1601-1612.	1.7	15
45	Does method of acquisition affect the quality of expert judgment? A comparison of education with on-the-job learning. Journal of Occupational and Organizational Psychology, 2004, 77, 237-258.	2.6	14
46	Cumulative weighing of time in intertemporal tradeoffs.. Journal of Experimental Psychology: General, 2016, 145, 1177-1205.	1.5	13
47	Hard choices and weak wills: The theory of intrapersonal dilemmas. Philosophical Psychology, 1999, 12, 341-356.	0.5	12
48	Tradeoffs between sequences: Weighing accumulated outcomes against outcome-adjusted delays.. Journal of Experimental Psychology: Learning Memory and Cognition, 2012, 38, 1675-1688.	0.7	9
49	Information Characteristics and Errors in Expectations: Experimental Evidence. Journal of Financial and Quantitative Analysis, 2017, 52, 737-750.	2.0	9
50	Time Matters Less When Outcomes Differ: Unimodal vs. Cross-Modal Comparisons in Intertemporal Choice. Management Science, 2018, 64, 873-887.	2.4	9
51	#LetsUnlitterUK: A demonstration and evaluation of the Behavior Change Wheel methodology. PLoS ONE, 2021, 16, e0259747.	1.1	8
52	Ambiguity Aversion, Company Size and the Pricing of Earnings Forecasts. European Financial Management, 2014, 20, 633-651.	1.7	7
53	Outcome Framing in Intertemporal Choice: The DRIFT Model. SSRN Electronic Journal, 2011, , .	0.4	6
54	Choosing the Devil You Donâ€™t Know: Evidence for Limited Sensitivity to Sample Sizeâ€“Based Uncertainty When It Offers an Advantage. Management Science, 2017, 63, 1519-1528.	2.4	6

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55	Disclosure and the Dog That Didn't Bark: Consumers Are Too Forgiving of Missing Information. Proceedings - Academy of Management, 2017, 2017, 12839.	0.0	6
56	Nudgeathons to control HIV: designing strategies using behavioural economics. Aids, 2020, 34, 2337-2340.	1.0	6
57	Better is worse, worse is better: Violations of dominance in intertemporal choice.. Decision, 2014, 1, 215-222.	0.4	5
58	The framing of nothing and the psychology of choice. Journal of Risk and Uncertainty, 2019, 59, 125-149.	0.8	5
59	Mind the (information) gap: Strategic nondisclosure by marketers and interventions to increase consumer deliberation.. Journal of Experimental Psychology: Applied, 2020, 26, 432-452.	0.9	5
60	The Psychology of Intertemporal Tradeoffs. SSRN Electronic Journal, 0, , .	0.4	5
61	Patience decreases with age for the poor but not for the rich: an international comparison. Journal of Economic Behavior and Organization, 2022, 193, 596-621.	1.0	5
62	Information Characteristics and Errors in Expectations: Experimental Evidence. SSRN Electronic Journal, 0, , .	0.4	4
63	Intertemporal Choice. , 0, , 167-197.		4
64	Exploring the role of alignability effects in promoting uptake of energy-efficient technologies.. Journal of Experimental Psychology: Applied, 2020, 26, 300-311.	0.9	3
65	The five games of Mr Edgar Allan Poe: A study of strategic thought in "The Purloined Letter". Rationality and Society, 2020, 32, 369-401.	0.2	2
66	A Negotiation in Middlemarch. Negotiation Journal, 2021, 37, 203-220.	0.3	2
67	Unravelling Theory: Strategic (Non-) Disclosure of Online Ratings. Games, 2021, 12, 73.	0.4	2
68	An age-embedding effect: time sensitivity and time insensitivity when pricing health benefits. Acta Psychologica, 2001, 108, 117-136.	0.7	1
69	Choice Bracketing. , 0, , 372-396.		1
70	Choice of methods can determine which behavioral determinates are identified for targeting in future behavior change interventions: Increasing antibiotic adherence in Pakistan. Journal of Health Psychology, 2020, , 135910532096226.	1.3	1
71	Co-designing theoretically informed, conceptual prototypes for interventions to increase hand hygiene in hospital settings: a case study. Design for Health, 0, , 1-17.	0.4	1
72	Can the concept of behavioural mass help explain nonconstant time discounting?. Behavioral and Brain Sciences, 2000, 23, 111-111.	0.4	0

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73	Altruism: Brand management or uncontrollable urge?. Behavioral and Brain Sciences, 2002, 25, 271-271.	0.4	0
74	Longitudinal Tests of Intertemporal Preference Reversals Due to Hyperbolic Discounting. SSRN Electronic Journal, 2008, , .	0.4	0
75	Introduction to FUR special issue. Theory and Decision, 2012, 73, 1-2.	0.5	0
76	How Decision Makers Resolve Ethical Dilemmas in Professional Fields: A Person X Situation Model. Proceedings - Academy of Management, 2016, 2016, 14265.	0.0	0