

# Kelly L Haws

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/8716220/publications.pdf>

Version: 2024-02-01

52  
papers

2,393  
citations

331642

21  
h-index

223791

46  
g-index

52  
all docs

52  
docs citations

52  
times ranked

1863  
citing authors

#	ARTICLE	IF	CITATIONS
1	Scale use and abuse: Towards best practices in the deployment of scales. <i>Journal of Consumer Psychology</i> , 2023, 33, 226-243.	4.5	8
2	Really Rewarding Rewards: Strategic Licensing in Long-Term Healthy Food Consumption. <i>Journal of Consumer Research</i> , 2022, 49, 268-287.	5.1	4
3	Bringing Our Values to the Table: Political Ideology, Food Waste, and Overconsumption. <i>Journal of the Association for Consumer Research</i> , 2022, 7, 350-359.	1.7	8
4	Optimizing the possession portfolio. <i>Current Opinion in Psychology</i> , 2022, 46, 101325.	4.9	1
5	Examining Eating: Bridging the Gap between "Lab Eating" and "Free-Living Eating". <i>Journal of the Association for Consumer Research</i> , 2022, 7, 403-418.	1.7	5
6	Justifiable justifications in sequential indulgent choice situations: A framework for future research based on perceived exceptionality. <i>Journal of Business Research</i> , 2022, 149, 630-639.	10.2	2
7	Traveling with Companions: The Social Customer Journey. <i>Journal of Marketing</i> , 2021, 85, 68-92.	11.3	119
8	The messy satiation effect: Understanding how eating messily can accelerate the rate of satiation and reduce consumption. <i>Appetite</i> , 2021, 159, 105057.	3.7	2
9	Identifying meaningful dietary intake and physical activity questions for individual and population health. <i>Clinical Obesity</i> , 2021, 11, e12435.	2.0	1
10	Consumer Wisdom for Personal Well-Being and the Greater Good: Scale Development and Validation. <i>Journal of Consumer Psychology</i> , 2021, 31, 587-611.	4.5	17
11	Drug influences on consumer judgments: emerging insights and research opportunities from the intersection of pharmacology and psychology. <i>Marketing Letters</i> , 2020, 31, 19-23.	2.9	1
12	The Aggregated Extremes Effect: Not All Routes to "Balanced" Bundles are Equally Appealing. <i>Journal of Consumer Psychology</i> , 2020, 30, 219-239.	4.5	2
13	Any Size for a Dollar: The Effect of Any "Size" Same "Price" Versus Standard Pricing on Beverage Size Choices. <i>Journal of Consumer Psychology</i> , 2020, 30, 392-401.	4.5	10
14	Cutting Calories: The Preference for Lower Caloric Density Versus Smaller Quantities Among Restrained and Unrestrained Eaters. <i>Journal of Marketing Research</i> , 2020, 57, 948-965.	4.8	13
15	Development of Brief Child Nutrition and Physical Activity Screening Questions for Electronic Health Record Use. <i>Childhood Obesity</i> , 2020, 16, 488-498.	1.5	1
16	From Cradle to Grave: How Childhood and Current Environments Impact Consumers' Subjective Life Expectancy and Decision-Making. <i>Journal of Consumer Research</i> , 2020, 47, 350-372.	5.1	21
17	Justifying by "healthifying": When expected satisfaction from consumption closure increases the desire to eat more and biases health perceptions of unhealthy leftovers. <i>Appetite</i> , 2019, 133, 138-146.	3.7	10
18	The Primacy of "What" over "How Much": How Type and Quantity Shape Healthiness Perceptions of Food Portions. <i>Management Science</i> , 2019, 65, 3353-3381.	4.1	26

#	ARTICLE	IF	CITATIONS
19	Parenting Motivation and Consumer Decision-Making. <i>Journal of Consumer Research</i> , 2019, 45, 1117-1137.	5.1	24
20	An overture to overeating: The cross-modal effects of acoustic pitch on food preferences and serving behavior. <i>Appetite</i> , 2018, 123, 128-134.	3.7	24
21	Businesses Beware. <i>Journal of Service Research</i> , 2018, 21, 184-200.	12.2	18
22	Can health "halos" extend to food packaging? An investigation into food healthfulness perceptions and serving sizes on consumption decisions. <i>Journal of Business Research</i> , 2017, 75, 221-228.	10.2	32
23	The satiating effect of pricing: The influence of price on enjoyment over time. <i>Journal of Consumer Psychology</i> , 2017, 27, 341-346.	4.5	11
24	Priced just for me: The role of interpersonal attachment style on consumer responses to customized pricing. <i>Journal of Consumer Behaviour</i> , 2017, 16, e26.	4.2	12
25	The ability to choose can increase satiation.. <i>Journal of Personality and Social Psychology</i> , 2017, 112, 186-200.	2.8	14
26	Exploring the Relationship between Varieties of Variety and Weight Loss: When more Variety can Help People Lose Weight. <i>Journal of Marketing Research</i> , 2017, 54, 619-635.	4.8	38
27	Control over What? Individual Differences in General versus Eating and Spending Self-Control. <i>Journal of Public Policy and Marketing</i> , 2016, 35, 37-57.	3.4	36
28	The Squander Sequence: Understanding Food Waste at Each Stage of the Consumer Decision-Making Process. <i>Journal of Public Policy and Marketing</i> , 2016, 35, 292-304.	3.4	151
29	Saying "No" to Cake or "Yes" to Kale: Approach and Avoidance Strategies in Pursuit of Health Goals. <i>Psychology and Marketing</i> , 2016, 33, 588-594.	8.2	10
30	Combining food type(s) and food quantity choice in a new food choice paradigm based on vice-virtue bundles. <i>Appetite</i> , 2016, 103, 441-449.	3.7	22
31	Enhancing self-control in consumer decisions. <i>Current Opinion in Psychology</i> , 2016, 10, 118-123.	4.9	6
32	Half-size me? How calorie and price information influence ordering on restaurant menus with both half and full entrée portion sizes. <i>Appetite</i> , 2016, 97, 127-137.	3.7	26
33	Haunts or helps from the past: Understanding the effect of recall on current self-control. <i>Journal of Consumer Psychology</i> , 2016, 26, 245-256.	4.5	11
34	Vice-Virtue Bundles. <i>Management Science</i> , 2015, 61, 204-228.	4.1	75
35	Motivating Customers to Adhere to Expert Advice in Professional Services. <i>Journal of Service Research</i> , 2015, 18, 39-58.	12.2	74
36	Lucky Loyalty: The Effect of Consumer Effort on Predictions of Randomly Determined Marketing Outcomes. <i>Journal of Consumer Research</i> , 2014, 41, 1065-1077.	5.1	50

#	ARTICLE	IF	CITATIONS
37	Fluency in Future Focus. <i>Social Psychological and Personality Science</i> , 2014, 5, 769-776.	3.9	9
38	Physician Counseling of Overweight Patients About Preventive Health Behaviors. <i>American Journal of Preventive Medicine</i> , 2014, 46, 297-302.	3.0	15
39	(Im)moral Support: The Social Outcomes of Parallel Self-Control Decisions. <i>Journal of Consumer Research</i> , 2014, 41, 489-505.	5.1	53
40	Seeing the world through GREEN-tinted glasses: Green consumption values and responses to environmentally friendly products. <i>Journal of Consumer Psychology</i> , 2014, 24, 336-354.	4.5	533
41	In control of variety. High self-control reduces the effect of variety on food consumption. <i>Appetite</i> , 2013, 69, 196-203.	3.7	22
42	When Value Trumps Health in a Supersized World. <i>Journal of Marketing</i> , 2013, 77, 48-64.	11.3	72
43	Healthy Satiation: The Role of Decreasing Desire in Effective Self-Control. <i>Journal of Consumer Research</i> , 2013, 39, 1100-1114.	5.1	141
44	Keeping it all without being buried alive: Understanding product retention tendency. <i>Journal of Consumer Psychology</i> , 2012, 22, 224-236.	4.5	61
45	Consumer spending self-control effectiveness and outcome elaboration prompts. <i>Journal of the Academy of Marketing Science</i> , 2012, 40, 695-710.	11.2	116
46	How low spending control harms consumers. <i>Journal of the Academy of Marketing Science</i> , 2012, 40, 181-193.	11.2	38
47	Situational and trait interactions among goal orientations. <i>Marketing Letters</i> , 2012, 23, 47-60.	2.9	18
48	Helpful Hopefulness: The Effect of Future Positive Emotions on Consumption. <i>Journal of Consumer Research</i> , 2011, 38, 505-524.	5.1	178
49	Lines in the Sand: The Role of Motivated Categorization in the Pursuit of Self-Control Goals. <i>Journal of Consumer Research</i> , 2009, 35, 772-787.	5.1	48
50	Eating with a Purpose: Consumer Response to Functional Food Health Claims in Conflicting versus Complementary Information Environments. <i>Journal of Public Policy and Marketing</i> , 2009, 28, 221-233.	3.4	116
51	Seize the Day! Encouraging Indulgence for the Hyperopic Consumer. <i>Journal of Consumer Research</i> , 2008, 35, 680-691.	5.1	83
52	Promoting Pi Day: Consumer Response to Special Day-themed Sales Promotions. <i>Journal of Consumer Psychology</i> , 0, , .	4.5	5