

E Tory Higgins

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/9172004/publications.pdf>

Version: 2024-02-01

190
papers

33,903
citations

17440

63
h-index

3914

177
g-index

197
all docs

197
docs citations

197
times ranked

12120
citing authors

#	ARTICLE	IF	CITATIONS
1	Self-discrepancy: A theory relating self and affect.. Psychological Review, 1987, 94, 319-340.	3.8	5,084
2	Beyond pleasure and pain.. American Psychologist, 1997, 52, 1280-1300.	4.2	4,504
3	Promotion and Prevention: Regulatory Focus as A Motivational Principle. Advances in Experimental Social Psychology, 1998, , 1-46.	3.3	1,963
4	Making a good decision: Value from fit.. American Psychologist, 2000, 55, 1217-1230.	4.2	1,400
5	Achievement orientations from subjective histories of success: Promotion pride versus prevention pride. European Journal of Social Psychology, 2001, 31, 3-23.	2.4	1,072
6	Emotional responses to goal attainment: Strength of regulatory focus as moderator.. Journal of Personality and Social Psychology, 1997, 72, 515-525.	2.8	765
7	Regulatory Fit and Persuasion: Transfer From "Feeling Right.". Journal of Personality and Social Psychology, 2004, 86, 388-404.	2.8	749
8	Ideal versus ought predilections for approach and avoidance distinct self-regulatory systems.. Journal of Personality and Social Psychology, 1994, 66, 276-286.	2.8	681
9	Value from hedonic experience and engagement.. Psychological Review, 2006, 113, 439-460.	3.8	629
10	Performance incentives and means: How regulatory focus influences goal attainment.. Journal of Personality and Social Psychology, 1998, 74, 285-293.	2.8	599
11	Self-discrepancies and emotional vulnerability: How magnitude, accessibility, and type of discrepancy influence affect.. Journal of Personality and Social Psychology, 1986, 51, 5-15.	2.8	593
12	Self-Concept Discrepancy Theory: A Psychological Model for Distinguishing among Different Aspects of Depression and Anxiety. Social Cognition, 1985, 3, 51-76.	0.9	548
13	The "self digest": Self-knowledge serving self-regulatory functions.. Journal of Personality and Social Psychology, 1996, 71, 1062-1083.	2.8	525
14	Transfer of value from fit.. Journal of Personality and Social Psychology, 2003, 84, 1140-1153.	2.8	522
15	Shared Reality: Experiencing Commonality with others' Inner States about the World. Perspectives on Psychological Science, 2009, 4, 496-521.	9.0	519
16	Value From Regulatory Fit. Current Directions in Psychological Science, 2005, 14, 209-213.	5.3	517
17	Individual construct accessibility and subjective impressions and recall.. Journal of Personality and Social Psychology, 1982, 43, 35-47.	2.8	497
18	Approach and avoidance strength during goal attainment: Regulatory focus and the "goal looms larger" effect.. Journal of Personality and Social Psychology, 1998, 75, 1115-1131.	2.8	487

#	ARTICLE	IF	CITATIONS
19	Promotion and prevention choices between stability and change.. Journal of Personality and Social Psychology, 1999, 77, 1135-1145.	2.8	485
20	How Regulatory Fit Affects Value in Consumer Choices and Opinions. Journal of Marketing Research, 2006, 43, 1-10.	4.8	451
21	How Self-Regulation Creates Distinct Values: The Case of Promotion and Prevention Decision Making. Journal of Consumer Psychology, 2002, 12, 177-191.	4.5	430
22	To "do the right thing" or to "just do it": Locomotion and assessment as distinct self-regulatory imperatives.. Journal of Personality and Social Psychology, 2000, 79, 793-815.	2.8	428
23	Enjoying Goal-Directed Action: The Role of Regulatory Fit. Psychological Science, 2002, 13, 1-6.	3.3	412
24	We Ask Men to Win and Women Not to Lose: Closing the Gender Gap in Startup Funding. Academy of Management Journal, 2018, 61, 586-614.	6.3	358
25	How Global Versus Local Perception Fits Regulatory Focus. Psychological Science, 2005, 16, 631-636.	3.3	353
26	Engaging the consumer: The science and art of the value creation process. Journal of Consumer Psychology, 2009, 19, 100-114.	4.5	319
27	Locomotion, assessment, and regulatory fit: Value transfer from "how" to "what". Journal of Experimental Social Psychology, 2003, 39, 525-530.	2.2	306
28	Moral value transfer from regulatory fit: What feels right is right and what feels wrong is wrong.. Journal of Personality and Social Psychology, 2003, 84, 498-510.	2.8	286
29	On "Feeling Right" in Cultural Contexts. Psychological Science, 2010, 21, 1563-1569.	3.3	275
30	How Self-Regulation Creates Distinct Values: The Case of Promotion and Prevention Decision Making. Journal of Consumer Psychology, 2002, 12, 177-191.	4.5	258
31	Regulatory Fit and Persuasion: Basic Principles and Remaining Questions. Social and Personality Psychology Compass, 2008, 2, 444-463.	3.7	256
32	Promotion and prevention focus on alternative hypotheses: Implications for attributional functions.. Journal of Personality and Social Psychology, 2001, 80, 5-18.	2.8	254
33	Expectancy-â€ value effects: Regulatory focus as determinant of magnitude and direction.. Journal of Personality and Social Psychology, 1997, 73, 447-458.	2.8	253
34	Automatic activation of self-discrepancies and emotional syndromes: When cognitive structures influence affect.. Journal of Personality and Social Psychology, 1987, 53, 1004-1014.	2.8	240
35	How regulatory fit enhances motivational strength during goal pursuit. European Journal of Social Psychology, 2004, 34, 39-54.	2.4	240
36	Audience-tuning effects on memory: The role of shared reality.. Journal of Personality and Social Psychology, 2005, 89, 257-276.	2.8	213

#	ARTICLE	IF	CITATIONS
37	Linguistic Signatures of Regulatory Focus: How Abstraction Fits Promotion More Than Prevention.. Journal of Personality and Social Psychology, 2005, 89, 36-45.	2.8	204
38	Continuities and Discontinuities in Self-Regulatory and Self-Evaluative Processes: A Developmental Theory Relating Self and Affect. Journal of Personality, 1989, 57, 407-444.	3.2	202
39	When risk seeking becomes a motivational necessity.. Journal of Personality and Social Psychology, 2010, 99, 215-231.	2.8	202
40	Making Message Recipients "Feel Right". Psychological Science, 2008, 19, 415-420.	3.3	195
41	Regulatory concerns and appraisal efficiency: The general impact of promotion and prevention.. Journal of Personality and Social Psychology, 2001, 80, 693-705.	2.8	173
42	How communication goals determine when audience tuning biases memory.. Journal of Experimental Psychology: General, 2008, 137, 3-21.	2.1	165
43	Achieving 'Shared Reality' in the Communication Game: A Social Action That Create; Meaning. Journal of Language and Social Psychology, 1992, 11, 107-131.	2.3	158
44	Imagining How You'd Feel: The Role of Motivational Experiences from Regulatory Fit. Personality and Social Psychology Bulletin, 2004, 30, 926-937.	3.0	145
45	Development of Regulatory Focus: Promotion and Prevention as Ways of Living. , 1998, , 78-113.		139
46	A field experiment testing the utility of regulatory fit messages for promoting physical activity. Journal of Experimental Social Psychology, 2008, 44, 826-832.	2.2	134
47	Motivation in Mental Accessibility: Relevance of a Representation (ROAR) as a New Framework. Social and Personality Psychology Compass, 2010, 4, 951-967.	3.7	123
48	Promoting Us or Preventing Them: Regulatory Focus and Manifestations of Intergroup Bias. Personality and Social Psychology Bulletin, 2004, 30, 433-446.	3.0	100
49	The Aboutness Principle: A Pervasive Influence on Human Inference. Social Cognition, 1998, 16, 173-198.	0.9	99
50	Own versus Other Standpoints in Self-Regulation: Developmental Antecedents and Functional Consequences. Review of General Psychology, 1999, 3, 188-223.	3.2	97
51	Securing foundations and advancing frontiers: Prevention and promotion effects on judgment & decision making. Organizational Behavior and Human Decision Processes, 2016, 136, 56-67.	2.5	97
52	Motives of the Human Animal: Comprehending, Managing, and Sharing Inner States. Annual Review of Psychology, 2008, 59, 361-385.	17.7	96
53	"On the Move" or "Staying Put": Locomotion, Need for Closure, and Reactions to Organizational Change. Journal of Applied Social Psychology, 2007, 37, 1305-1340.	2.0	92
54	Regulatory mode effects on counterfactual thinking and regret. Journal of Experimental Social Psychology, 2008, 44, 321-329.	2.2	90

#	ARTICLE	IF	CITATIONS
55	Regulatory mode and the joys of doing: effects of "locomotion"™ and "assessment"™ on intrinsic and extrinsic task-motivation. <i>European Journal of Personality</i> , 2006, 20, 355-375.	3.1	89
56	Culture and Personality: Variability across Universal Motives as the Missing Link. <i>Social and Personality Psychology Compass</i> , 2008, 2, 608-634.	3.7	84
57	Regulatory focus and anxiety: A self-regulatory model of GAD-depression comorbidity. <i>Personality and Individual Differences</i> , 2011, 50, 935-943.	2.9	81
58	Predicting the intensity of losses vs. non-gains and non-losses vs. gains in judging fairness and value: A test of the loss aversion explanation. <i>Journal of Experimental Social Psychology</i> , 2005, 41, 527-534.	2.2	79
59	How current feedback and chronic effectiveness influence motivation: everything to gain versus everything to lose. <i>European Journal of Social Psychology</i> , 2000, 30, 583-592.	2.4	78
60	In pursuit of progress: Promotion motivation and risk preference in the domain of gains.. <i>Journal of Personality and Social Psychology</i> , 2014, 106, 183-201.	2.8	78
61	On the psychology of time in action: Regulatory mode orientations and procrastination.. <i>Journal of Personality and Social Psychology</i> , 2011, 101, 1317-1331.	2.8	75
62	Regulatory mode orientations and well-being in an organizational setting: the differential mediating roles of workaholism and work engagement. <i>Journal of Applied Social Psychology</i> , 2014, 44, 725-738.	2.0	75
63	Regulatory Fit in Negotiation: Effects of "Prevention-Buyer" and "Promotion-Seller" Fit. <i>Social Cognition</i> , 2009, 27, 365-384.	0.9	73
64	Strategies of self-regulation in goal attainment versus goal maintenance. <i>European Journal of Social Psychology</i> , 2007, 37, 628-648.	2.4	71
65	Merged minds: Generalized shared reality in dyadic relationships.. <i>Journal of Personality and Social Psychology</i> , 2021, 120, 882-911.	2.8	70
66	Creating shared reality in interpersonal and intergroup communication: the role of epistemic processes and their interplay. <i>European Review of Social Psychology</i> , 2017, 28, 175-226.	9.4	65
67	Increasing or decreasing interest in activities: The role of regulatory fit.. <i>Journal of Personality and Social Psychology</i> , 2010, 98, 559-572.	2.8	63
68	Self-related problems beyond the self-concept: Motivational consequences of discrepant self-guides.. <i>Journal of Personality and Social Psychology</i> , 1988, 55, 625-633.	2.8	62
69	Categorization Under Uncertainty: Resolving Vagueness and Ambiguity With Eager Versus Vigilant Strategies. <i>Social Cognition</i> , 2004, 22, 248-277.	0.9	62
70	Does personality provide unique explanations for behaviour? Personality as cross-person variability in general principles. <i>European Journal of Personality</i> , 2000, 14, 391-406.	3.1	61
71	How "Fun/Importance" Fit Affects Performance: Relating Implicit Theories to Instructions. <i>Personality and Social Psychology Bulletin</i> , 2003, 29, 1091-1103.	3.0	60
72	Epistemic companions: shared reality development in close relationships. <i>Current Opinion in Psychology</i> , 2018, 23, 66-71.	4.9	57

#	ARTICLE	IF	CITATIONS
73	Regulatory Mode and Preferred Leadership Styles: How Fit Increases Job Satisfaction. <i>Basic and Applied Social Psychology</i> , 2007, 29, 137-149.	2.1	56
74	The Perfect Mix. <i>Psychological Science</i> , 2009, 20, 681-685.	3.3	56
75	Are all experiences of fit created equal? Two paths to persuasion. <i>Journal of Consumer Psychology</i> , 2013, 23, 301-316.	4.5	56
76	When Plentiful Platforms Pay Off: Assessment Orientation Moderates the Effect of Assortment Size on Choice Engagement and Product Valuation. <i>Journal of Retailing</i> , 2017, 93, 212-227.	6.2	56
77	Re-thinking Culture and Personality. , 2008, , 161-190.		55
78	Opposites Fit: Regulatory Focus Complementarity and Relationship Well-Being. <i>Social Cognition</i> , 2013, 31, 1-14.	0.9	55
79	Internal Representations of Others in Self-Regulation: A New Look at a Classic Issue. <i>Social Cognition</i> , 1999, 17, 186-208.	0.9	54
80	A "change-of-standard" perspective on the relations among context, judgment, and memory.. <i>Journal of Personality and Social Psychology</i> , 1988, 54, 181-192.	2.8	53
81	Incidental Experiences of Regulatory Fit and the Processing of Persuasive Appeals. <i>Personality and Social Psychology Bulletin</i> , 2009, 35, 1342-1355.	3.0	53
82	The Loss of Loss Aversion: Paying Attention to Reference Points. <i>Journal of Consumer Psychology</i> , 2018, 28, 523-532.	4.5	53
83	Regulatory focus effects on discounting over uncertainty for losses vs. gains. <i>Journal of Economic Psychology</i> , 2008, 29, 654-666.	2.2	51
84	Regulatory Focus and Fit Effects in Organizations. <i>Annual Review of Organizational Psychology and Organizational Behavior</i> , 2020, 7, 25-48.	9.9	49
85	Making a Theory Useful: Lessons Handed Down. <i>Personality and Social Psychology Review</i> , 2004, 8, 138-145.	6.0	48
86	Shared-Reality Effects on Memory: Communicating to Fulfill Epistemic Needs. <i>Social Cognition</i> , 2010, 28, 353-378.	0.9	48
87	Too Much of a Good Thing? Trade-offs in Promotion and Prevention Focus. , 0, , 65-84.		47
88	Bootstrapping agency: How control-relevant information affects motivation.. <i>Journal of Experimental Psychology: General</i> , 2016, 145, 1333-1350.	2.1	45
89	Experience of Time by People on the Go. <i>Personality and Social Psychology Review</i> , 2016, 20, 100-117.	6.0	45
90	How preferences for eager versus vigilant judgment strategies affect self-serving conclusions. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 1219-1228.	2.2	44

#	ARTICLE	IF	CITATIONS
91	Effects of communication on social knowledge: Sharing reality with individual versus group audiences. Japanese Psychological Research, 2007, 49, 89-99.	1.1	43
92	Shared Reality. , 2019, , .		43
93	My way: How strategic preferences vary by negotiator role and regulatory focus. Journal of Experimental Social Psychology, 2010, 46, 1138-1142.	2.2	41
94	Audience-Tuning Effects on Memory. Social Psychology, 2009, 40, 150-163.	0.7	41
95	Exploring the complexities of value creation: The role of engagement strength. Journal of Consumer Psychology, 2009, 19, 137-143.	4.5	40
96	Locomotion and the preference for multi-tasking: Implications for well-being. Motivation and Emotion, 2013, 37, 213-223.	1.3	40
97	Microinterventions targeting regulatory focus and regulatory fit selectively reduce dysphoric and anxious mood. Behaviour Research and Therapy, 2015, 72, 18-29.	3.1	40
98	Shared-Reality Development in Childhood. Perspectives on Psychological Science, 2016, 11, 466-495.	9.0	39
99	Inflating and deflating the self: Sustaining motivational concerns through self-evaluation. Journal of Experimental Social Psychology, 2014, 51, 60-73.	2.2	37
100	Adjusting Shared Reality: Communicators' Memory Changes As Their Connection with Their Audience Changes. Social Cognition, 2013, 31, 162-186.	0.9	35
101	Morality and Its Relation to Political Ideology. Personality and Social Psychology Bulletin, 2013, 39, 1164-1172.	3.0	33
102	Giving the Help That Is Needed. Personality and Social Psychology Bulletin, 2016, 42, 1111-1128.	3.0	33
103	Should We Approach Approach and Avoid Avoidance? An Inquiry from Different Levels. Psychological Inquiry, 2019, 30, 111-124.	0.9	33
104	Beyond outcomes: How regulatory focus motivates consumer goal pursuit processes. Consumer Psychology Review, 2020, 3, 76-90.	5.5	33
105	Effectiveness in Humans and Other Animals. Advances in Experimental Social Psychology, 2012, 46, 285-346.	3.3	32
106	Shared reality in intergroup communication: Increasing the epistemic authority of an out-group audience.. Journal of Experimental Psychology: General, 2017, 146, 806-825.	2.1	32
107	Managing others like you were managed: How prevention focus motivates copying interpersonal norms.. Journal of Personality and Social Psychology, 2011, 100, 647-663.	2.8	31
108	Regulatory Focus and Political Decision Making: When People Favor Reform Over the Status Quo. Political Psychology, 2011, 32, 399-418.	3.6	31

#	ARTICLE	IF	CITATIONS
109	How Enrichment Affects Exploration Trade-Offs in Rats: Implications for Welfare and Well-Being. PLoS ONE, 2013, 8, e83578.	2.5	31
110	Self-Guide Strength and Emotional Vulnerability: Birth Order as a Moderator of Self-Affect Relations. Personality and Social Psychology Bulletin, 1992, 18, 402-411.	3.0	29
111	When combining intrinsic motivations undermines interest: A test of activity engagement theory.. Journal of Personality and Social Psychology, 1995, 68, 749-767.	2.8	29
112	Repeating the Past. Psychological Science, 2014, 25, 179-187.	3.3	29
113	Self-regulation and the <i>foraging</i> gene (<i>PRKG1</i>) in humans. Proceedings of the National Academy of Sciences of the United States of America, 2019, 116, 4434-4439.	7.1	29
114	Commitment to change from locomotion motivation during deliberation. Motivation and Emotion, 2012, 36, 114-129.	1.3	27
115	Moving on or digging deeper: Regulatory mode and interpersonal conflict resolution.. Journal of Personality and Social Psychology, 2017, 112, 621-641.	2.8	27
116	Communication and Group Perception: Extending the 'Saying is Believing' Effect. Group Processes and Intergroup Relations, 2008, 11, 539-554.	3.9	25
117	Shared Reality: From Sharing-Is-Believing to Merging Minds. Current Directions in Psychological Science, 2021, 30, 103-110.	5.3	25
118	Motivation moderates the effects of social support visibility.. Journal of Personality and Social Psychology, 2018, 114, 735-765.	2.8	25
119	Response to Comments on "How Regulatory Fit Affects Value in Consumer Choices and Opinions". Journal of Marketing Research, 2006, 43, 24-27.	4.8	24
120	Eager feelings and vigilant reasons: Regulatory focus differences in judging moral wrongs.. Journal of Experimental Psychology: General, 2016, 145, 338-355.	2.1	23
121	Feeling distressed from making decisions: Assessorsâ€™ need to be right.. Journal of Personality and Social Psychology, 2018, 115, 743-761.	2.8	23
122	The motivation of mission statements: How regulatory mode influences workplace discrimination. Organizational Behavior and Human Decision Processes, 2021, 166, 84-103.	2.5	21
123	Predicting how individuals approach enrichment: Regulatory focus in cotton-top tamarins (Sanguinus Tj ETQq1 1 0,784314 rgBT /Ov	1.2	20
124	A Theoretically Based Model of Rat Personality with Implications for Welfare. PLoS ONE, 2014, 9, e95135.	2.5	20
125	Truth, control, and value motivations: the "what," "how," and "why" of approach and avoidance. Frontiers in Systems Neuroscience, 2014, 8, 194.	2.5	20
126	Group brainstorming: When regulatory nonfit enhances performance. Group Processes and Intergroup Relations, 2016, 19, 257-271.	3.9	20

#	ARTICLE	IF	CITATIONS
127	How Person-Organization Fit Impacts Employees' Perceptions of Justice and Well-Being. <i>Frontiers in Psychology</i> , 2018, 8, 2318.	2.1	20
128	The "Ought" Premise of Moral Psychology and the Importance of the Ethical "Ideal". <i>Review of General Psychology</i> , 2015, 19, 311-328.	3.2	19
129	People as resources: Exploring the functionality of <i>warm</i> and <i>cold</i>. <i>European Journal of Social Psychology</i> , 2008, 38, 1111-1120.	2.4	17
130	Perspectives on using decision-making nudges in physician-patient communications. <i>PLoS ONE</i> , 2018, 13, e0202874.	2.5	17
131	Persuading drivers to refrain from speeding: Effects of message sidedness and regulatory fit. <i>Accident Analysis and Prevention</i> , 2013, 50, 917-925.	5.7	16
132	When comparative ads are more effective: Fit with audience's regulatory mode. <i>Journal of Economic Psychology</i> , 2013, 38, 90-103.	2.2	16
133	Approach and avoidance in moral psychology: Evidence for three distinct motivational levels. <i>Personality and Individual Differences</i> , 2015, 86, 139-149.	2.9	16
134	How Making the Same Decision in a "Proper Way" Creates Value. <i>Social Cognition</i> , 2008, 26, 496-514.	0.9	15
135	Using a Non-Fit Message Helps to De-Intensify Negative Reactions to Tough Advice. <i>Personality and Social Psychology Bulletin</i> , 2016, 42, 1025-1044.	3.0	15
136	Every step counts: When physical movement affects perceived value. <i>Journal of Retailing and Consumer Services</i> , 2017, 39, 279-285.	9.4	15
137	Stepping forward together: Could walking facilitate interpersonal conflict resolution?. <i>American Psychologist</i> , 2017, 72, 374-385.	4.2	15
138	Messaging organizational change: How regulatory fit relates to openness to change through fairness perceptions. <i>Journal of Experimental Social Psychology</i> , 2019, 85, 103882.	2.2	14
139	Shared Reality in the Self-system: The Social Nature of Self-regulation. <i>European Review of Social Psychology</i> , 1996, 7, 1-29.	9.4	13
140	What's in a goal? The role of motivational relevance in cognition and action. <i>Behavioral and Brain Sciences</i> , 2014, 37, 141-142.	0.7	13
141	Feeling right or being right: When strong assessment yields strong correction. <i>Motivation and Emotion</i> , 2010, 34, 316-324.	1.3	12
142	Transforming Water: Social Influence Moderates Psychological, Physiological, and Functional Response to a Placebo Product. <i>PLoS ONE</i> , 2016, 11, e0167121.	2.5	12
143	Scarcity, engagement, and value. <i>Motivation and Emotion</i> , 2014, 38, 823-831.	1.3	11
144	Are task irrelevant faces unintentionally processed? Implicit learning as a test case.. <i>Journal of Experimental Psychology: Human Perception and Performance</i> , 2014, 40, 1741-1747.	0.9	11

#	ARTICLE	IF	CITATIONS
145	Judging Political Hearts and Minds. <i>Personality and Social Psychology Bulletin</i> , 2015, 41, 1053-1068.	3.0	11
146	Tailoring visual images to fit: Value creation in persuasive messages. <i>European Journal of Social Psychology</i> , 2010, 40, 206-215.	2.4	10
147	Value from adversity: How we deal with adversity matters. <i>Journal of Experimental Social Psychology</i> , 2012, 48, 965-967.	2.2	10
148	When School Fits Me: How Fit Between Self-Beliefs and Task Benefits Boosts Math Motivation and Performance. <i>Basic and Applied Social Psychology</i> , 2013, 35, 445-466.	2.1	10
149	Locomotion concerns with moral usefulness: When liberals endorse conservative binding moral foundations. <i>Journal of Experimental Social Psychology</i> , 2014, 50, 109-117.	2.2	10
150	Value from Fit with Distinct Motivational Field Environments. <i>Basic and Applied Social Psychology</i> , 2018, 40, 61-72.	2.1	10
151	Framing Political Messages to Fit the Audience's Regulatory Orientation: How to Improve the Efficacy of the Same Message Content. <i>PLoS ONE</i> , 2013, 8, e77040.	2.5	9
152	Effective Challenge Regulation Coincides with Promotion Focus-Related Success and Emotional Well-Being. <i>Journal of Happiness Studies</i> , 2016, 17, 981-994.	3.2	9
153	When Size Matters: Sensitivity to Missed Opportunity Size Increases With Stronger Assessment. <i>Personality and Social Psychology Bulletin</i> , 2017, 43, 1427-1439.	3.0	9
154	Shared reality: Construct and mechanisms. <i>Current Opinion in Psychology</i> , 2018, 23, iv-vii.	4.9	9
155	Eye-tracking evidence shows that non-fit messaging impacts attention, attitudes and choice. <i>PLoS ONE</i> , 2018, 13, e0205993.	2.5	9
156	The Proper Mix: Balancing Motivational Orientations in Goal Pursuit. <i>Journal of the Association for Consumer Research</i> , 2019, 4, 13-20.	1.7	9
157	"Happiness" and "The Good Life" as Motives Working Together Effectively. <i>Advances in Motivation Science</i> , 2014, 1, 135-179.	3.7	9
158	Reducing implicit prejudice: Matching approach/avoidance strategies to contextual valence and regulatory focus. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 968-973.	2.2	8
159	Expressed likelihood as motivator: Creating value through engaging what's real. <i>Journal of Economic Psychology</i> , 2013, 38, 4-15.	2.2	8
160	Motivational modes and learning in Parkinson's disease. <i>Social Cognitive and Affective Neuroscience</i> , 2015, 10, 1066-1073.	3.0	8
161	Information Framing Reduces Initial Negative Attitudes in Cancer Patients' Decisions About Hospice Care. <i>Journal of Pain and Symptom Management</i> , 2018, 55, 1540-1545.	1.2	8
162	Appropriate Use of Psychology in Patient-Physician Communication. <i>JAMA Oncology</i> , 2015, 1, 725.	7.1	7

#	ARTICLE	IF	CITATIONS
163	Prosocial process fit: normatively expected purchasing increases the prosocial premium. <i>European Journal of Marketing</i> , 2019, 53, 661-684.	2.9	7
164	How the "Truth" Self Relates to Altruism: When Your Problem is Mine. <i>Social Cognition</i> , 2017, 35, 204-226.	0.9	6
165	Beyond Intrapersonal Cognitive Consistency: Shared Reality and the Interpersonal Motivation for Truth. <i>Psychological Inquiry</i> , 2018, 29, 86-93.	0.9	6
166	How emotions influence alliance relationships: The potential functionality of negative emotions. <i>Organizational Psychology Review</i> , 2019, 9, 157-183.	4.3	6
167	Making the Right Decision: Intensifying the Worth of a Chosen Option. <i>Journal of Consumer Psychology</i> , 2020, 30, 712-732.	4.5	6
168	Humans as Applied Motivation Scientists: Self-Consciousness From "Shared Reality" and "Becoming" , 2005, , 157-173.		6
169	Regulatory Fit: An Experience that Creates Value. <i>Journal of Evolutionary Psychology</i> , 2004, 2, 9-22.	0.3	6
170	The Price of a Piece of Cheese: Value from Fit Between Epistemic Needs and a Learning Versus an Outcome Focus. <i>Journal of Behavioral Decision Making</i> , 2012, 25, 315-327.	1.7	5
171	What is value? Where does it come from? A psychological perspective. , 2015, , 43-62.		5
172	Promotion or Prevention Messaging?: A Field Study on What Works When You Still Have to Work. <i>Frontiers in Psychology</i> , 2018, 9, 1990.	2.1	4
173	Distress from Motivational Dis-integration: When Fundamental Motives Are Too Weak or Too Strong. <i>Current Topics in Behavioral Neurosciences</i> , 2015, 27, 547-568.	1.7	3
174	Sense of Personal Control Intensifies Moral Judgments of Others'™ Actions. <i>Frontiers in Psychology</i> , 2019, 10, 2261.	2.1	3
175	Does your gain define my loss?: Socially-defined counterfactual loss and prevention-focused decision-making. <i>Personality and Individual Differences</i> , 2020, 160, 109926.	2.9	3
176	Locomoting Larks and Assessing Owls: Morality from Mode and Time of Day. <i>Social Cognition</i> , 2021, 39, 59-80.	0.9	3
177	How Locomotion Concerns Influence Perceptual Judgments. <i>Social Cognition</i> , 2017, 35, 227-244.	0.9	2
178	Beyond Value in Moral Phenomenology: The Role of Epistemic and Control Experiences. <i>Frontiers in Psychology</i> , 2019, 10, 2430.	2.1	2
179	Effect of regulatory modes on work performance: the moderating role of job familiarity and job complexity / El efecto del modo de regulaci3n en el rendimiento laboral: el rol moderador de la familiaridad con el trabajo y la complejidad de la tarea. <i>Revista De Psicología Social</i> , 2019, 34, 1-25.	0.7	2
180	Shared reality and abstraction: The social nature of predictive models. <i>Behavioral and Brain Sciences</i> , 2020, 43, e145.	0.7	2

#	ARTICLE	IF	CITATIONS
181	My Way: Strategic Preferences Vary by Negotiator Role and Regulatory Focus. SSRN Electronic Journal, 0, , .	0.4	1
182	Epistemic Authority in Communication Effects on Memory: Creating Shared Reality with Experts on the Topic. Journal of Applied Research in Memory and Cognition, 2019, 8, 439-449.	1.1	1
183	Approach and Avoidance Dynamics: How Expanding the Scope Informs Motivation Science. Psychological Inquiry, 2019, 30, 165-171.	0.9	1
184	Shared Reality Can Reduce Stressor Reactivity. Frontiers in Psychology, 2022, 13, 853750.	2.1	1
185	Motivation and well-being across the lifespan: A cross-sectional examination. Journal of Positive Psychology, 2023, 18, 688-694.	4.0	1
186	Decision Making About Treatment for Advanced Cancer—Reply. JAMA Oncology, 2015, 1, 1169.	7.1	0
187	The Tripartite Motivational Human Essence. , 2017, , .		0
188	Editorial: Shared reality. Current Opinion in Psychology, 2018, 23, viii-xi.	4.9	0
189	On the Motivational Basis of Cue Identification in Teams. Small Group Research, 2018, 49, 519-544.	2.7	0
190	Grounding together: Shared reality and cleansing practices. Behavioral and Brain Sciences, 2021, 44, e20.	0.7	0