

E Tory Higgins

List of Publications by Year in descending order

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Version: 2024-02-01

190
papers

33,903
citations

20036

63
h-index

4511

177
g-index

197
all docs

197
docs citations

197
times ranked

13951
citing authors

#	ARTICLE	IF	CITATIONS
1	Motivation and well-being across the lifespan: A cross-sectional examination. <i>Journal of Positive Psychology</i> , 2023, 18, 688-694.	2.6	1
2	Shared Reality Can Reduce Stressor Reactivity. <i>Frontiers in Psychology</i> , 2022, 13, 853750.	1.1	1
3	The motivation of mission statements: How regulatory mode influences workplace discrimination. <i>Organizational Behavior and Human Decision Processes</i> , 2021, 166, 84-103.	1.4	21
4	Grounding together: Shared reality and cleansing practices. <i>Behavioral and Brain Sciences</i> , 2021, 44, e20.	0.4	0
5	Locomoting Larks and Assessing Owls: Morality from Mode and Time of Day. <i>Social Cognition</i> , 2021, 39, 59-80.	0.5	3
6	Merged minds: Generalized shared reality in dyadic relationships.. <i>Journal of Personality and Social Psychology</i> , 2021, 120, 882-911.	2.6	70
7	Shared Reality: From Sharing-Is-Believing to Merging Minds. <i>Current Directions in Psychological Science</i> , 2021, 30, 103-110.	2.8	25
8	Beyond outcomes: How regulatory focus motivates consumer goal pursuit processes. <i>Consumer Psychology Review</i> , 2020, 3, 76-90.	3.4	33
9	Making the Right Decision: Intensifying the Worth of a Chosen Option. <i>Journal of Consumer Psychology</i> , 2020, 30, 712-732.	3.2	6
10	Does your gain define my loss?: Socially-defined counterfactual loss and prevention-focused decision-making. <i>Personality and Individual Differences</i> , 2020, 160, 109926.	1.6	3
11	Regulatory Focus and Fit Effects in Organizations. <i>Annual Review of Organizational Psychology and Organizational Behavior</i> , 2020, 7, 25-48.	5.6	49
12	Shared reality and abstraction: The social nature of predictive models. <i>Behavioral and Brain Sciences</i> , 2020, 43, e145.	0.4	2
13	Messaging organizational change: How regulatory fit relates to openness to change through fairness perceptions. <i>Journal of Experimental Social Psychology</i> , 2019, 85, 103882.	1.3	14
14	How emotions influence alliance relationships: The potential functionality of negative emotions. <i>Organizational Psychology Review</i> , 2019, 9, 157-183.	3.0	6
15	Sense of Personal Control Intensifies Moral Judgments of Others'™ Actions. <i>Frontiers in Psychology</i> , 2019, 10, 2261.	1.1	3
16	Epistemic Authority in Communication Effects on Memory: Creating Shared Reality with Experts on the Topic. <i>Journal of Applied Research in Memory and Cognition</i> , 2019, 8, 439-449.	0.7	1
17	Approach and Avoidance Dynamics: How Expanding the Scope Informs Motivation Science. <i>Psychological Inquiry</i> , 2019, 30, 165-171.	0.4	1
18	Should We Approach Approach and Avoid Avoidance? An Inquiry from Different Levels. <i>Psychological Inquiry</i> , 2019, 30, 111-124.	0.4	33

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19	Prosocial process fit: normatively expected purchasing increases the prosocial premium. <i>European Journal of Marketing</i> , 2019, 53, 661-684.	1.7	7
20	Self-regulation and the <i>foraging</i> gene (<i>PRKG1</i>) in humans. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2019, 116, 4434-4439.	3.3	29
21	Beyond Value in Moral Phenomenology: The Role of Epistemic and Control Experiences. <i>Frontiers in Psychology</i> , 2019, 10, 2430.	1.1	2
22	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.	0.3	2
23	The Proper Mix: Balancing Motivational Orientations in Goal Pursuit. <i>Journal of the Association for Consumer Research</i> , 2019, 4, 13-20.	1.0	9
24	Shared Reality. , 2019, , .		43
25	Value from Fit with Distinct Motivational Field Environments. <i>Basic and Applied Social Psychology</i> , 2018, 40, 61-72.	1.2	10
26	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.	0.6	8
27	The Loss of Loss Aversion: Paying Attention to Reference Points. <i>Journal of Consumer Psychology</i> , 2018, 28, 523-532.	3.2	53
28	Epistemic companions: shared reality development in close relationships. <i>Current Opinion in Psychology</i> , 2018, 23, 66-71.	2.5	57
29	We Ask Men to Win and Women Not to Lose: Closing the Gender Gap in Startup Funding. <i>Academy of Management Journal</i> , 2018, 61, 586-614.	4.3	358
30	Promotion or Prevention Messaging?: A Field Study on What Works When You Still Have to Work. <i>Frontiers in Psychology</i> , 2018, 9, 1990.	1.1	4
31	Perspectives on using decision-making nudges in physician-patient communications. <i>PLoS ONE</i> , 2018, 13, e0202874.	1.1	17
32	Shared reality: Construct and mechanisms. <i>Current Opinion in Psychology</i> , 2018, 23, iv-vii.	2.5	9
33	Editorial: Shared reality. <i>Current Opinion in Psychology</i> , 2018, 23, viii-xi.	2.5	0
34	Beyond Intrapersonal Cognitive Consistency: Shared Reality and the Interpersonal Motivation for Truth. <i>Psychological Inquiry</i> , 2018, 29, 86-93.	0.4	6
35	Eye-tracking evidence shows that non-fit messaging impacts attention, attitudes and choice. <i>PLoS ONE</i> , 2018, 13, e0205993.	1.1	9
36	On the Motivational Basis of Cue Identification in Teams. <i>Small Group Research</i> , 2018, 49, 519-544.	1.8	0

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37	How Person-Organization Fit Impacts Employees' Perceptions of Justice and Well-Being. <i>Frontiers in Psychology</i> , 2018, 8, 2318.	1.1	20
38	Motivation moderates the effects of social support visibility.. <i>Journal of Personality and Social Psychology</i> , 2018, 114, 735-765.	2.6	25
39	Feeling distressed from making decisions: Assessorsâ€™ need to be right.. <i>Journal of Personality and Social Psychology</i> , 2018, 115, 743-761.	2.6	23
40	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.	4.0	56
41	How Locomotion Concerns Influence Perceptual Judgments. <i>Social Cognition</i> , 2017, 35, 227-244.	0.5	2
42	Moving on or digging deeper: Regulatory mode and interpersonal conflict resolution.. <i>Journal of Personality and Social Psychology</i> , 2017, 112, 621-641.	2.6	27
43	Shared reality in intergroup communication: Increasing the epistemic authority of an out-group audience.. <i>Journal of Experimental Psychology: General</i> , 2017, 146, 806-825.	1.5	32
44	How the "Truth" Self Relates to Altruism: When Your Problem is Mine. <i>Social Cognition</i> , 2017, 35, 204-226.	0.5	6
45	Every step counts: When physical movement affects perceived value. <i>Journal of Retailing and Consumer Services</i> , 2017, 39, 279-285.	5.3	15
46	When Size Matters: Sensitivity to Missed Opportunity Size Increases With Stronger Assessment. <i>Personality and Social Psychology Bulletin</i> , 2017, 43, 1427-1439.	1.9	9
47	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.	5.8	65
48	The Tripartite Motivational Human Essence. , 2017, , .		0
49	Stepping forward together: Could walking facilitate interpersonal conflict resolution?. <i>American Psychologist</i> , 2017, 72, 374-385.	3.8	15
50	Eager feelings and vigilant reasons: Regulatory focus differences in judging moral wrongs.. <i>Journal of Experimental Psychology: General</i> , 2016, 145, 338-355.	1.5	23
51	Bootstrapping agency: How control-relevant information affects motivation.. <i>Journal of Experimental Psychology: General</i> , 2016, 145, 1333-1350.	1.5	45
52	Shared-Reality Development in Childhood. <i>Perspectives on Psychological Science</i> , 2016, 11, 466-495.	5.2	39
53	Securing foundations and advancing frontiers: Prevention and promotion effects on judgment & decision making. <i>Organizational Behavior and Human Decision Processes</i> , 2016, 136, 56-67.	1.4	97
54	Giving the Help That Is Needed. <i>Personality and Social Psychology Bulletin</i> , 2016, 42, 1111-1128.	1.9	33

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55	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.	1.9	15
56	Group brainstorming: When regulatory nonfit enhances performance. <i>Group Processes and Intergroup Relations</i> , 2016, 19, 257-271.	2.4	20
57	Effective Challenge Regulation Coincides with Promotion Focus-Related Success and Emotional Well-Being. <i>Journal of Happiness Studies</i> , 2016, 17, 981-994.	1.9	9
58	Experience of Time by People on the Go. <i>Personality and Social Psychology Review</i> , 2016, 20, 100-117.	3.4	45
59	Transforming Water: Social Influence Moderates Psychological, Physiological, and Functional Response to a Placebo Product. <i>PLoS ONE</i> , 2016, 11, e0167121.	1.1	12
60	The "Ought" Premise of Moral Psychology and the Importance of the Ethical "Ideal". <i>Review of General Psychology</i> , 2015, 19, 311-328.	2.1	19
61	Decision Making About Treatment for Advanced Cancer"Reply. <i>JAMA Oncology</i> , 2015, 1, 1169.	3.4	0
62	What is value? Where does it come from? A psychological perspective. , 2015, , 43-62.		5
63	Judging Political Hearts and Minds. <i>Personality and Social Psychology Bulletin</i> , 2015, 41, 1053-1068.	1.9	11
64	Motivational modes and learning in Parkinson's disease. <i>Social Cognitive and Affective Neuroscience</i> , 2015, 10, 1066-1073.	1.5	8
65	Microinterventions targeting regulatory focus and regulatory fit selectively reduce dysphoric and anxious mood. <i>Behaviour Research and Therapy</i> , 2015, 72, 18-29.	1.6	40
66	Approach and avoidance in moral psychology: Evidence for three distinct motivational levels. <i>Personality and Individual Differences</i> , 2015, 86, 139-149.	1.6	16
67	Appropriate Use of Psychology in Patient-Physician Communication. <i>JAMA Oncology</i> , 2015, 1, 725.	3.4	7
68	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.	0.8	3
69	A Theoretically Based Model of Rat Personality with Implications for Welfare. <i>PLoS ONE</i> , 2014, 9, e95135.	1.1	20
70	Truth, control, and value motivations: the "what," "how," and "why" of approach and avoidance. <i>Frontiers in Systems Neuroscience</i> , 2014, 8, 194.	1.2	20
71	Scarcity, engagement, and value. <i>Motivation and Emotion</i> , 2014, 38, 823-831.	0.8	11
72	Repeating the Past. <i>Psychological Science</i> , 2014, 25, 179-187.	1.8	29

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73	In pursuit of progress: Promotion motivation and risk preference in the domain of gains.. Journal of Personality and Social Psychology, 2014, 106, 183-201.	2.6	78
74	Are task irrelevant faces unintentionally processed? Implicit learning as a test case.. Journal of Experimental Psychology: Human Perception and Performance, 2014, 40, 1741-1747.	0.7	11
75	Locomotion concerns with moral usefulness: When liberals endorse conservative binding moral foundations. Journal of Experimental Social Psychology, 2014, 50, 109-117.	1.3	10
76	Inflating and deflating the self: Sustaining motivational concerns through self-evaluation. Journal of Experimental Social Psychology, 2014, 51, 60-73.	1.3	37
77	Regulatory mode orientations and well-being in an organizational setting: the differential mediating roles of workaholism and work engagement. Journal of Applied Social Psychology, 2014, 44, 725-738.	1.3	75
78	What's in a goal? The role of motivational relevance in cognition and action. Behavioral and Brain Sciences, 2014, 37, 141-142.	0.4	13
79	“Happiness” and “The Good Life” as Motives Working Together Effectively. Advances in Motivation Science, 2014, 1, 135-179.	2.2	9
80	Locomotion and the preference for multi-tasking: Implications for well-being. Motivation and Emotion, 2013, 37, 213-223.	0.8	40
81	Are all experiences of fit created equal? Two paths to persuasion. Journal of Consumer Psychology, 2013, 23, 301-316.	3.2	56
82	Opposites Fit: Regulatory Focus Complementarity and Relationship Well-Being. Social Cognition, 2013, 31, 1-14.	0.5	55
83	Expressed likelihood as motivator: Creating value through engaging what’s real. Journal of Economic Psychology, 2013, 38, 4-15.	1.1	8
84	Predicting how individuals approach enrichment: Regulatory focus in cotton-top tamarins (Sanguinus Tj ETQq0 0 0 rgBT /Overlock 10 T	0.5	20
85	Persuading drivers to refrain from speeding: Effects of message sidedness and regulatory fit. Accident Analysis and Prevention, 2013, 50, 917-925.	3.0	16
86	Morality and Its Relation to Political Ideology. Personality and Social Psychology Bulletin, 2013, 39, 1164-1172.	1.9	33
87	When comparative ads are more effective: Fit with audience’s regulatory mode. Journal of Economic Psychology, 2013, 38, 90-103.	1.1	16
88	Adjusting Shared Reality: Communicators' Memory Changes As Their Connection with Their Audience Changes. Social Cognition, 2013, 31, 162-186.	0.5	35
89	When School Fits Me: How Fit Between Self-Beliefs and Task Benefits Boosts Math Motivation and Performance. Basic and Applied Social Psychology, 2013, 35, 445-466.	1.2	10
90	Framing Political Messages to Fit the Audience’s Regulatory Orientation: How to Improve the Efficacy of the Same Message Content. PLoS ONE, 2013, 8, e77040.	1.1	9

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91	How Enrichment Affects Exploration Trade-Offs in Rats: Implications for Welfare and Well-Being. PLoS ONE, 2013, 8, e83578.	1.1	31
92	Effectiveness in Humans and Other Animals. Advances in Experimental Social Psychology, 2012, 46, 285-346.	2.0	32
93	Value from adversity: How we deal with adversity matters. Journal of Experimental Social Psychology, 2012, 48, 965-967.	1.3	10
94	The Price of a Piece of Cheese: Value from Fit Between Epistemic Needs and a Learning Versus an Outcome Focus. Journal of Behavioral Decision Making, 2012, 25, 315-327.	1.0	5
95	Commitment to change from locomotion motivation during deliberation. Motivation and Emotion, 2012, 36, 114-129.	0.8	27
96	On the psychology of time in action: Regulatory mode orientations and procrastination.. Journal of Personality and Social Psychology, 2011, 101, 1317-1331.	2.6	75
97	Reducing implicit prejudice: Matching approach/avoidance strategies to contextual valence and regulatory focus. Journal of Experimental Social Psychology, 2011, 47, 968-973.	1.3	8
98	Managing others like you were managed: How prevention focus motivates copying interpersonal norms.. Journal of Personality and Social Psychology, 2011, 100, 647-663.	2.6	31
99	Regulatory Focus and Political Decision Making: When People Favor Reform Over the Status Quo. Political Psychology, 2011, 32, 399-418.	2.2	31
100	Regulatory focus and anxiety: A self-regulatory model of GAD-depression comorbidity. Personality and Individual Differences, 2011, 50, 935-943.	1.6	81
101	Shared-Reality Effects on Memory: Communicating to Fulfill Epistemic Needs. Social Cognition, 2010, 28, 353-378.	0.5	48
102	Increasing or decreasing interest in activities: The role of regulatory fit.. Journal of Personality and Social Psychology, 2010, 98, 559-572.	2.6	63
103	When risk seeking becomes a motivational necessity.. Journal of Personality and Social Psychology, 2010, 99, 215-231.	2.6	202
104	Feeling right or being right: When strong assessment yields strong correction. Motivation and Emotion, 2010, 34, 316-324.	0.8	12
105	Motivation in Mental Accessibility: Relevance of a Representation (ROAR) as a New Framework. Social and Personality Psychology Compass, 2010, 4, 951-967.	2.0	123
106	Tailoring visual images to fit: Value creation in persuasive messages. European Journal of Social Psychology, 2010, 40, 206-215.	1.5	10
107	On "Feeling Right" in Cultural Contexts. Psychological Science, 2010, 21, 1563-1569.	1.8	275
108	My way: How strategic preferences vary by negotiator role and regulatory focus. Journal of Experimental Social Psychology, 2010, 46, 1138-1142.	1.3	41

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109	Regulatory Fit in Negotiation: Effects of "Prevention-Buyer" and "Promotion-Seller" Fit. <i>Social Cognition</i> , 2009, 27, 365-384.	0.5	73
110	Incidental Experiences of Regulatory Fit and the Processing of Persuasive Appeals. <i>Personality and Social Psychology Bulletin</i> , 2009, 35, 1342-1355.	1.9	53
111	Shared Reality: Experiencing Commonality with others' Inner States about the World. <i>Perspectives on Psychological Science</i> , 2009, 4, 496-521.	5.2	519
112	Exploring the complexities of value creation: The role of engagement strength. <i>Journal of Consumer Psychology</i> , 2009, 19, 137-143.	3.2	40
113	Engaging the consumer: The science and art of the value creation process. <i>Journal of Consumer Psychology</i> , 2009, 19, 100-114.	3.2	319
114	The Perfect Mix. <i>Psychological Science</i> , 2009, 20, 681-685.	1.8	56
115	Audience-Tuning Effects on Memory. <i>Social Psychology</i> , 2009, 40, 150-163.	0.3	41
116	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.	1.5	17
117	Regulatory focus effects on discounting over uncertainty for losses vs. gains. <i>Journal of Economic Psychology</i> , 2008, 29, 654-666.	1.1	51
118	Regulatory Fit and Persuasion: Basic Principles and Remaining Questions. <i>Social and Personality Psychology Compass</i> , 2008, 2, 444-463.	2.0	256
119	Culture and Personality: Variability across Universal Motives as the Missing Link. <i>Social and Personality Psychology Compass</i> , 2008, 2, 608-634.	2.0	84
120	Making Message Recipients "Feel Right". <i>Psychological Science</i> , 2008, 19, 415-420.	1.8	195
121	Regulatory mode effects on counterfactual thinking and regret. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 321-329.	1.3	90
122	A field experiment testing the utility of regulatory fit messages for promoting physical activity. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 826-832.	1.3	134
123	How preferences for eager versus vigilant judgment strategies affect self-serving conclusions. <i>Journal of Experimental Social Psychology</i> , 2008, 44, 1219-1228.	1.3	44
124	Motives of the <i>Human</i> Animal: Comprehending, Managing, and Sharing Inner States. <i>Annual Review of Psychology</i> , 2008, 59, 361-385.	9.9	96
125	Communication and Group Perception: Extending the 'Saying is Believing' Effect. <i>Group Processes and Intergroup Relations</i> , 2008, 11, 539-554.	2.4	25
126	How Making the Same Decision in a "Proper Way" Creates Value. <i>Social Cognition</i> , 2008, 26, 496-514.	0.5	15

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127	How communication goals determine when audience tuning biases memory.. Journal of Experimental Psychology: General, 2008, 137, 3-21.	1.5	165
128	Re-thinking Culture and Personality. , 2008, , 161-190.		55
129	Regulatory Mode and Preferred Leadership Styles: How Fit Increases Job Satisfaction. Basic and Applied Social Psychology, 2007, 29, 137-149.	1.2	56
130	Strategies of self-regulation in goal attainment versus goal maintenance. European Journal of Social Psychology, 2007, 37, 628-648.	1.5	71
131	Effects of communication on social knowledge: Sharing reality with individual versus group audiences1. Japanese Psychological Research, 2007, 49, 89-99.	0.4	43
132	"On the Move" or "Staying Put": Locomotion, Need for Closure, and Reactions to Organizational Change. Journal of Applied Social Psychology, 2007, 37, 1305-1340.	1.3	92
133	Value from hedonic experience and engagement.. Psychological Review, 2006, 113, 439-460.	2.7	629
134	Response to Comments on "How Regulatory Fit Affects Value in Consumer Choices and Opinions" Journal of Marketing Research, 2006, 43, 24-27.	3.0	24
135	Regulatory mode and the joys of doing: effects of "locomotion"™ and "assessment"™ on intrinsic and extrinsic task motivation. European Journal of Personality, 2006, 20, 355-375.	1.9	89
136	How Regulatory Fit Affects Value in Consumer Choices and Opinions. Journal of Marketing Research, 2006, 43, 1-10.	3.0	451
137	Linguistic Signatures of Regulatory Focus: How Abstraction Fits Promotion More Than Prevention.. Journal of Personality and Social Psychology, 2005, 89, 36-45.	2.6	204
138	Audience-tuning effects on memory: The role of shared reality.. Journal of Personality and Social Psychology, 2005, 89, 257-276.	2.6	213
139	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. Journal of Experimental Social Psychology, 2005, 41, 527-534.	1.3	79
140	How Global Versus Local Perception Fits Regulatory Focus. Psychological Science, 2005, 16, 631-636.	1.8	353
141	Value From Regulatory Fit. Current Directions in Psychological Science, 2005, 14, 209-213.	2.8	517
142	Humans as Applied Motivation Scientists: Self-Consciousness From "Shared Reality" and "Becoming", 2005, , 157-173.		6
143	Regulatory Fit and Persuasion: Transfer From "Feeling Right.". Journal of Personality and Social Psychology, 2004, 86, 388-404.	2.6	749
144	Making a Theory Useful: Lessons Handed Down. Personality and Social Psychology Review, 2004, 8, 138-145.	3.4	48

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145	Promoting Us or Preventing Them: Regulatory Focus and Manifestations of Intergroup Bias. <i>Personality and Social Psychology Bulletin</i> , 2004, 30, 433-446.	1.9	100
146	How regulatory fit enhances motivational strength during goal pursuit. <i>European Journal of Social Psychology</i> , 2004, 34, 39-54.	1.5	240
147	Imagining How You™d Feel: The Role of Motivational Experiences from Regulatory Fit. <i>Personality and Social Psychology Bulletin</i> , 2004, 30, 926-937.	1.9	145
148	Categorization Under Uncertainty: Resolving Vagueness and Ambiguity With Eager Versus Vigilant Strategies. <i>Social Cognition</i> , 2004, 22, 248-277.	0.5	62
149	Regulatory Fit: An Experience that Creates Value. <i>Journal of Evolutionary Psychology</i> , 2004, 2, 9-22.	0.3	6
150	Locomotion, assessment, and regulatory fit: Value transfer from "how" to "what". <i>Journal of Experimental Social Psychology</i> , 2003, 39, 525-530.	1.3	306
151	Transfer of value from fit.. <i>Journal of Personality and Social Psychology</i> , 2003, 84, 1140-1153.	2.6	522
152	How "Fun/Importance" Fit Affects Performance: Relating Implicit Theories to Instructions. <i>Personality and Social Psychology Bulletin</i> , 2003, 29, 1091-1103.	1.9	60
153	Moral value transfer from regulatory fit: What feels right is right and what feels wrong is wrong.. <i>Journal of Personality and Social Psychology</i> , 2003, 84, 498-510.	2.6	286
154	Enjoying Goal-Directed Action: The Role of Regulatory Fit. <i>Psychological Science</i> , 2002, 13, 1-6.	1.8	412
155	How Self-Regulation Creates Distinct Values: The Case of Promotion and Prevention Decision Making. <i>Journal of Consumer Psychology</i> , 2002, 12, 177-191.	3.2	258
156	How Self-Regulation Creates Distinct Values: The Case of Promotion and Prevention Decision Making. <i>Journal of Consumer Psychology</i> , 2002, 12, 177-191.	3.2	430
157	Promotion and prevention focus on alternative hypotheses: Implications for attributional functions.. <i>Journal of Personality and Social Psychology</i> , 2001, 80, 5-18.	2.6	254
158	Regulatory concerns and appraisal efficiency: The general impact of promotion and prevention.. <i>Journal of Personality and Social Psychology</i> , 2001, 80, 693-705.	2.6	173
159	Achievement orientations from subjective histories of success: Promotion pride versus prevention pride. <i>European Journal of Social Psychology</i> , 2001, 31, 3-23.	1.5	1,072
160	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.	1.9	61
161	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.	1.5	78
162	To "do the right thing" or to "just do it": Locomotion and assessment as distinct self-regulatory imperatives.. <i>Journal of Personality and Social Psychology</i> , 2000, 79, 793-815.	2.6	428

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163	Making a good decision: Value from fit.. American Psychologist, 2000, 55, 1217-1230.	3.8	1,400
164	Promotion and prevention choices between stability and change.. Journal of Personality and Social Psychology, 1999, 77, 1135-1145.	2.6	485
165	Own versus Other Standpoints in Self-Regulation: Developmental Antecedents and Functional Consequences. Review of General Psychology, 1999, 3, 188-223.	2.1	97
166	Internal Representations of Others in Self-Regulation: A New Look at a Classic Issue. Social Cognition, 1999, 17, 186-208.	0.5	54
167	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.	2.6	487
168	Promotion and Prevention: Regulatory Focus as A Motivational Principle. Advances in Experimental Social Psychology, 1998, , 1-46.	2.0	1,963
169	The Aboutness Principle: A Pervasive Influence on Human Inference. Social Cognition, 1998, 16, 173-198.	0.5	99
170	Performance incentives and means: How regulatory focus influences goal attainment.. Journal of Personality and Social Psychology, 1998, 74, 285-293.	2.6	599
171	Development of Regulatory Focus: Promotion and Prevention as Ways of Living. , 1998, , 78-113.		139
172	Expectancyâ€”value effects: Regulatory focus as determinant of magnitude and direction.. Journal of Personality and Social Psychology, 1997, 73, 447-458.	2.6	253
173	Emotional responses to goal attainment: Strength of regulatory focus as moderator.. Journal of Personality and Social Psychology, 1997, 72, 515-525.	2.6	765
174	Beyond pleasure and pain.. American Psychologist, 1997, 52, 1280-1300.	3.8	4,504
175	The "self digest": Self-knowledge serving self-regulatory functions.. Journal of Personality and Social Psychology, 1996, 71, 1062-1083.	2.6	525
176	Shared Reality in the Self-system: The Social Nature of Self-regulation. European Review of Social Psychology, 1996, 7, 1-29.	5.8	13
177	When combining intrinsic motivations undermines interest: A test of activity engagement theory.. Journal of Personality and Social Psychology, 1995, 68, 749-767.	2.6	29
178	Ideal versus ought predilections for approach and avoidance distinct self-regulatory systems.. Journal of Personality and Social Psychology, 1994, 66, 276-286.	2.6	681
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