

# Bob M Fennis

## List of Publications by Citations

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The third column is the impact factor (IF) of the journal, and the fourth column is the number of citations of the article.

60  
papers

1,717  
citations

22  
h-index

41  
g-index

71  
ext. papers

2,046  
ext. citations

4.2  
avg, IF

4.73  
L-index

#	Paper	IF	Citations
60	A Multilab Preregistered Replication of the Ego-Depletion Effect. <i>Perspectives on Psychological Science</i> , <b>2016</b> , 11, 546-73	9.8	488
59	Acts of Benevolence: A Limited-Resource Account of Compliance with Charitable Requests. <i>Journal of Consumer Research</i> , <b>2009</b> , 35, 906-924	6.3	105
58	Health on impulse: when low self-control promotes healthy food choices. <i>Health Psychology</i> , <b>2014</b> , 33, 103-9	5	89
57	Identifying the 'if' for 'if-then' plans: combining implementation intentions with cue-monitoring targeting unhealthy snacking behaviour. <i>Psychology and Health</i> , <b>2014</b> , 29, 1476-92	2.9	86
56	Rest in peace? Brand-induced mortality salience and consumer behavior. <i>Journal of Business Research</i> , <b>2008</b> , 61, 1053-1061	8.7	58
55	Forewarned is forearmed: Conserving self-control strength to resist social influence. <i>Journal of Experimental Social Psychology</i> , <b>2010</b> , 46, 911-921	2.6	52
54	The path of least resistance: Regulatory resource depletion and the effectiveness of social influence techniques. <i>Journal of Business Research</i> , <b>2008</b> , 61, 1041-1045	8.7	51
53	Bridging the intention-behavior gap: Inducing implementation intentions through persuasive appeals. <i>Journal of Consumer Psychology</i> , <b>2011</b> , 21, 302-311	3.1	50
52	It's my party and I eat if I want to. Reasons for unhealthy snacking. <i>Appetite</i> , <b>2015</b> , 84, 20-7	4.5	47
51	The Role of the Need for Cognitive Closure in the Effectiveness of the Disrupt-Then-Reframe Influence Technique: Table 1. <i>Journal of Consumer Research</i> , <b>2007</b> , 34, 377-385	6.3	45
50	Social proof in the supermarket: Promoting healthy choices under low self-control conditions. <i>Food Quality and Preference</i> , <b>2015</b> , 45, 113-120	5.8	40
49	The Psychology of Advertising		37
48	Less is more: The effect of multiple implementation intentions targeting unhealthy snacking habits. <i>European Journal of Social Psychology</i> , <b>2013</b> , 43, 344-354	2.9	33
47	Eating healthy to impress: How conspicuous consumption, perceived self-control motivation, and descriptive normative influence determine functional food choices. <i>Appetite</i> , <b>2018</b> , 131, 59-67	4.5	32
46	"When the going gets tough, who keeps going?" Depletion sensitivity moderates the ego-depletion effect. <i>Frontiers in Psychology</i> , <b>2014</b> , 5, 647	3.4	32
45	Softening the Blow: Company Self-Disclosure of Negative Information Lessens Damaging Effects on Consumer Judgment and Decision Making. <i>Journal of Business Ethics</i> , <b>2014</b> , 120, 109-120	4.3	31
44	Trusting others: the polarization effect of need for closure. <i>Journal of Personality and Social Psychology</i> , <b>2014</b> , 107, 719-35	6.5	29

43	Print advertising: Vivid content. <i>Journal of Business Research</i> , <b>2012</b> , 65, 861-864	8.7	29
42	If You Can't Dazzle Them with Brilliance, Baffle Them with Nonsense—Extending the Impact of the Disrupt-Then-Reframe Technique of Social Influence. <i>Journal of Consumer Psychology</i> , <b>2004</b> , 14, 280-290 <sup>3.1</sup>		27
41	The road traveled, the road ahead, or simply on the road? When progress framing affects motivation in goal pursuit. <i>Journal of Consumer Psychology</i> , <b>2014</b> , 24, 49-62	3.1	25
40	Interpersonal Communication and Compliance: The Disrupt-Then-Reframe Technique in Dyadic Influence Settings. <i>Communication Research</i> , <b>2006</b> , 33, 136-151	3.8	24
39	Matching Communication Modalities: The Effects of Modality Congruence and Processing Style on Brand Evaluation and Brand Choice. <i>Communication Research</i> , <b>2010</b> , 37, 576-598	3.8	22
38	Revisiting the agentic shift: Weakening personal control increases susceptibility to social influence. <i>European Journal of Social Psychology</i> , <b>2012</b> , 42, 824-831	2.9	20
37	Can't get over me: Ego depletion attenuates prosocial effects of perspective taking. <i>European Journal of Social Psychology</i> , <b>2011</b> , 41, 580-585	2.9	20
36	A Multisite Preregistered Paradigmatic Test of the Ego-Depletion Effect. <i>Psychological Science</i> , <b>2021</b> , 32, 1566-1581	7.9	19
35	When the motivational consequences of ego depletion collide: Conservation dominates over reward-seeking. <i>Journal of Experimental Social Psychology</i> , <b>2014</b> , 55, 217-220	2.6	18
34	Comparing the Impact of Explicit and Implicit Resistance Induction Strategies on Message Persuasiveness. <i>Journal of Communication</i> , <b>2014</b> , 64, 915-934	2.4	16
33	Mindlessness Revisited: Sequential Request Techniques Foster Compliance by Draining Self-control Resources. <i>Current Psychology</i> , <b>2010</b> , 29, 235-246	1.4	16
32	Me, myself, and Ikea: Qualifying generic self-referencing effects in brand judgment. <i>Journal of Business Research</i> , <b>2017</b> , 72, 69-79	8.7	15
31	The role of social presence in mortality salience effects. <i>Journal of Business Research</i> , <b>2011</b> , 64, 29-33	8.7	15
30	The Hunger Games: Using hunger to promote healthy choices in self-control conflicts. <i>Appetite</i> , <b>2017</b> , 116, 401-409	4.5	14
29	Strategic Sequences in Police Interviews and the Importance of Order and Cultural Fit. <i>Criminal Justice and Behavior</i> , <b>2011</b> , 38, 934-954	1.9	14
28	When fit fosters favoring: The role of private self-focus. <i>Journal of Experimental Social Psychology</i> , <b>2011</b> , 47, 202-207	2.6	13
27	The pantomime of persuasion: Fit between nonverbal communication and influence strategies. <i>Journal of Experimental Social Psychology</i> , <b>2011</b> , 47, 806-810	2.6	11
26	Disordered environments prompt mere goal pursuit. <i>Journal of Environmental Psychology</i> , <b>2015</b> , 43, 226-237	2.7	9

25	Cueing healthier alternatives for take-away: a field experiment on the effects of (disclosing) three nudges on food choices. <i>BMC Public Health</i> , <b>2019</b> , 19, 974	4.1	8
24	Go local or go global: how local brands promote buying impulsivity. <i>International Marketing Review</i> , <b>2019</b> , 37, 1-28	4.4	8
23	Depletion sensitivity predicts unhealthy snack purchases. <i>Appetite</i> , <b>2016</b> , 96, 25-31	4.5	7
22	Behavioral Disinhibition Can Foster Intentions to Healthy Lifestyle Change by Overcoming Commitment to Past Behavior. <i>PLoS ONE</i> , <b>2015</b> , 10, e0142489	3.7	6
21	Emotional Eating in Adults: The Role of Sociodemographics, Lifestyle Behaviors, and Self-Regulation-Findings from a U.S. National Study. <i>International Journal of Environmental Research and Public Health</i> , <b>2021</b> , 18,	4.6	6
20	Nudging health: Scarcity cues boost healthy consumption among fast rather than slow strategists (and abundance cues do the opposite). <i>Food Quality and Preference</i> , <b>2020</b> , 85, 103967	5.8	5
19	Friends with benefits: Behavioral and fMRI studies on the effect of friendship reminders on self-control for compulsive and non-compulsive buyers. <i>International Journal of Research in Marketing</i> , <b>2018</b> , 35, 336-358	5.5	5
18	Put a limit on it: The protective effects of scarcity heuristics when self-control is low. <i>Health Psychology Open</i> , <b>2015</b> , 2, 2055102915615046	1.9	5
17	The Psychology of Advertising <b>2015</b> ,		5
16	Reinstating the Resourceful Self: When and How Self-Affirmations Improve Executive Performance of the Powerless. <i>Personality and Social Psychology Bulletin</i> , <b>2020</b> , 46, 189-203	4.1	5
15	Collective patterns of social diffusion are shaped by individual inertia and trend-seeking. <i>Nature Communications</i> , <b>2021</b> , 12, 5698	17.4	5
14	Mindless resistance to persuasion: Low self-control fosters the use of resistance-promoting heuristics. <i>Journal of Consumer Behaviour</i> , <b>2017</b> , 16, 536-549	3	4
13	Intense Self-Regulatory Effort Increases Need for Conservation and Reduces Attractiveness of Energy-Requiring Rewards. <i>Social Psychology</i> , <b>2019</b> , 50, 355-369	2.5	4
12	Losses tune differently than gains: how gains and losses shape attentional scope and influence goal pursuit. <i>Cognition and Emotion</i> , <b>2020</b> , 34, 1439-1456	2.3	4
11	Health & Wealth: is weight loss success related to monetary savings in U.S. adults of low-income? Findings from a National Study. <i>BMC Public Health</i> , <b>2019</b> , 19, 1538	4.1	2
10	Long-term weight loss success and the health behaviours of adults in the USA: findings from a nationally representative cross-sectional study. <i>BMJ Open</i> , <b>2021</b> , 11, e047743	3	2
9	No product is perfect: The positive influence of acknowledging the negative. <i>Thinking and Reasoning</i> , <b>2014</b> , 20, 500-512	2.6	1
8	Stress can help or hinder novelty seeking: The role of consumer life history strategies. <i>International Journal of Research in Marketing</i> , <b>2022</b> ,	5.5	1

7	Full-Bodied Taste: On the Embodied Origins of Product Perception and Sensory Evaluation <b>2019</b> , 163-190		1
6	Acute stress can boost and buffer hedonic consumption: The role of individual differences in consumer life history strategies. <i>Personality and Individual Differences</i> , <b>2022</b> , 185, 111261	3.3	1
5	Lower Personal Agency Fosters Immoral Behavior. <i>Proceedings - Academy of Management</i> , <b>2012</b> , 2012, 14074	0.1	0
4	Self-control, self-regulation, and consumer wellbeing: A life history perspective.. <i>Current Opinion in Psychology</i> , <b>2022</b> , 46, 101344	6.2	0
3	Threatened and Unreceptive: How Hierarchical Threat Affects Leaders' Incorporation of Others' Input. <i>Proceedings - Academy of Management</i> , <b>2020</b> , 2020, 12837	0.1	
2	Cognitive - Motivational Basis of Trust: Need for Closure Predicts Interpersonal Trust (WITHDRAWN). <i>Proceedings - Academy of Management</i> , <b>2013</b> , 2013, 11629	0.1	
1	Is There a "Gestalt Bias" in Indulgence? Subjectively Constructing Food Units Into Wholes (vs. Parts) Increases Desire to Eat and Actual Consumption. <i>Frontiers in Psychology</i> , <b>2021</b> , 12, 671299	3.4	