

Yoav Ganzach

List of Publications by Year in descending order

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Version: 2024-02-01

83
papers

2,603
citations

201674

27
h-index

214800

47
g-index

85
all docs

85
docs citations

85
times ranked

1757
citing authors

#	ARTICLE	IF	CITATIONS
1	Judging Risk and Return of Financial Assets. <i>Organizational Behavior and Human Decision Processes</i> , 2000, 83, 353-370.	2.5	240
2	Misleading interaction and curvilinear terms.. <i>Psychological Methods</i> , 1997, 2, 235-247.	3.5	238
3	Overreaction and underreaction in analysts' forecasts. <i>Journal of Economic Behavior and Organization</i> , 1998, 37, 333-347.	2.0	201
4	Message framing and buying behavior: A field experiment. <i>Journal of Business Research</i> , 1995, 32, 11-17.	10.2	157
5	Time and Job Satisfaction: A Longitudinal Study of the Differential Roles of Age and Tenure. <i>Journal of Management</i> , 2018, 44, 2558-2579.	9.3	83
6	The Natural Selection of Prediction Heuristics: Anchoring and Adjustment versus Representativeness. <i>Journal of Behavioral Decision Making</i> , 1996, 9, 125-139.	1.7	77
7	Parents'™ education, cognitive ability, educational expectations and educational attainment: Interactive effects. <i>British Journal of Educational Psychology</i> , 2000, 70, 419-441.	2.9	73
8	The psychology of moderate prediction. <i>Organizational Behavior and Human Decision Processes</i> , 1990, 47, 177-204.	2.5	70
9	Preference Reversals in Equal-probability Gambles: A Case for Anchoring and Adjustment. <i>Journal of Behavioral Decision Making</i> , 1996, 9, 95-109.	1.7	69
10	Nonlinearity, Multicollinearity and the Probability of Type II Error in Detecting Interaction. <i>Journal of Management</i> , 1998, 24, 615-622.	9.3	66
11	Pay Contingency and the Effects of Perceived Organizational and Supervisor Support on Performance and Commitment. <i>Journal of Management</i> , 2009, 35, 1007-1025.	9.3	66
12	The influence of quantity of information and goal framing on decision. <i>Acta Psychologica</i> , 1995, 89, 23-36.	1.5	62
13	Personality and Internet usage: A large-scale representative study of young adults. <i>Computers in Human Behavior</i> , 2014, 36, 274-281.	8.5	62
14	Augmenting Means Efficacy to Boost Performance: Two Field Experiments. <i>Journal of Management</i> , 2010, 36, 687-713.	9.3	59
15	Attribute Scatter and Decision Outcome: Judgment versus Choice. <i>Organizational Behavior and Human Decision Processes</i> , 1995, 62, 113-122.	2.5	58
16	The effect of filmed versus personal after-event reviews on task performance: The mediating and moderating role of self-efficacy.. <i>Journal of Applied Psychology</i> , 2010, 95, 122-131.	5.3	53
17	The effect of regulatory focus on the shape of probability-weighting function: Evidence from a cross-modality matching method. <i>Organizational Behavior and Human Decision Processes</i> , 2004, 95, 20-39.	2.5	51
18	MAKING DECISIONS FROM AN INTERVIEW: EXPERT MEASUREMENT AND MECHANICAL COMBINATION. <i>Personnel Psychology</i> , 2000, 53, 1-20.	2.8	49

#	ARTICLE	IF	CITATIONS
19	Negotiation as a form of persuasion: Arguments in first offers.. Journal of Personality and Social Psychology, 2011, 101, 245-255.	2.8	44
20	Frequency of purchase and the prediction of buying behavior in direct mail. Journal of Direct Marketing, 1993, 7, 7-15.	0.2	42
21	Goals as Determinants of Nonlinear Noncompensatory Judgment Strategies: Leniency vs Strictness. Organizational Behavior and Human Decision Processes, 1993, 56, 422-440.	2.5	37
22	The psychology of moderate prediction. Organizational Behavior and Human Decision Processes, 1991, 48, 169-192.	2.5	34
23	SOCIAL EXCHANGE AND ORGANIZATIONAL COMMITMENT: DECISION-MAKING TRAINING FOR JOB CHOICE AS AN ALTERNATIVE TO THE REALISTIC JOB PREVIEW. Personnel Psychology, 2002, 55, 613-637.	2.8	33
24	Negativity (and positivity) in performance evaluation: Three field studies.. Journal of Applied Psychology, 1995, 80, 491-499.	5.3	30
25	Message framing and buying behavior: On the difference between artificial and natural environment. Journal of Business Research, 1997, 40, 91-95.	10.2	29
26	On Detecting Nonlinear Noncompensatory Judgment Strategies: Comparison of Alternative Regression Models. Organizational Behavior and Human Decision Processes, 1995, 61, 168-176.	2.5	25
27	Nonlinear models of clinical judgment: Meehl's data revisited.. Psychological Bulletin, 1995, 118, 422-429.	6.1	24
28	The Retrospective Evaluation of Positive and Negative Affect. Personality and Social Psychology Bulletin, 2019, 45, 93-104.	3.0	24
29	Partisan ideological attitudes: Liberals are tolerant; the intelligent are intolerant.. Journal of Personality and Social Psychology, 2021, 120, 1551-1566.	2.8	22
30	On the positive and negative effects of self-efficacy on performance: Reward as a moderator. Human Performance, 2016, 29, 362-377.	2.4	21
31	A dynamic analysis of the effects of intelligence and socioeconomic background on job-market success. Intelligence, 2011, 39, 120-129.	3.0	20
32	Intelligence and religiosity: Within families and over time. Intelligence, 2013, 41, 546-552.	3.0	20
33	Theory and configularity in expert and layperson judgment.. Journal of Applied Psychology, 1994, 79, 439-448.	5.3	19
34	The Effect of Perceived Advantage and Disadvantage on Performance: The Role of External Efficacy. Applied Psychology, 2012, 61, 81-96.	7.1	19
35	Nonlinearity, Multicollinearity and the Probability of Type II Error in Detecting Interaction. Journal of Management, 1998, 24, 615-622.	9.3	17
36	Theory and configularity in clinical judgments of expert and novice psychologists.. Journal of Applied Psychology, 1997, 82, 954-960.	5.3	16

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37	On intelligence education and religious beliefs. <i>Intelligence</i> , 2013, 41, 121-128.	3.0	15
38	A behavioral theory of the effect of the risk-free rate on the demand for risky assets. <i>Journal of Behavioral and Experimental Economics</i> , 2018, 76, 23-27.	1.2	14
39	Attitudes Toward Presidential Candidates in the 2012 and 2016 American Elections: Cognitive Ability and Support for Trump. <i>Social Psychological and Personality Science</i> , 2019, 10, 924-934.	3.9	14
40	Feedback Representation and Prediction Strategies. <i>Organizational Behavior and Human Decision Processes</i> , 1994, 59, 391-409.	2.5	13
41	Predicting Committed Behavior: Exchange Ideology and Pre-entry Perceived Organisational Support. <i>Applied Psychology</i> , 2010, 59, 339-359.	7.1	13
42	The weighing of pathological and non-pathological information in clinical judgment. <i>Acta Psychologica</i> , 2000, 104, 87-101.	1.5	12
43	General Mental Ability and pay: Nonlinear effects. <i>Intelligence</i> , 2013, 41, 631-637.	3.0	12
44	Predictor Representation and Prediction Strategies. <i>Organizational Behavior and Human Decision Processes</i> , 1993, 56, 190-212.	2.5	11
45	Inconsistency and uncertainty in multiattribute judgment of human performance. <i>Journal of Behavioral Decision Making</i> , 1994, 7, 193-211.	1.7	11
46	The Effects of Accessibility of Standards and Decision Framing on Product Evaluations. <i>Journal of Consumer Psychology</i> , 1995, 4, 61-83.	4.5	11
47	Does involvement moderate time-dependent biases in consumer multiattribute judgment?. <i>Journal of Business Research</i> , 1998, 41, 95-103.	10.2	11
48	Individual differences and the effect of education on religiosity. <i>Learning and Individual Differences</i> , 2014, 36, 213-217.	2.7	11
49	Nonlinear Models in Decision Making: The Diagnosis of Psychosis versus Neurosis from the MMPI. <i>Organizational Behavior and Human Decision Processes</i> , 1998, 74, 53-61.	2.5	10
50	Intelligence and Job Satisfaction. <i>Academy of Management Journal</i> , 1998, 41, 526-539.	6.3	10
51	In a Representative Sample Grit Has a Negligible Effect on Educational and Economic Success Compared to Intelligence. <i>Social Psychological and Personality Science</i> , 2021, 12, 296-303.	3.9	10
52	The role of intelligence in the formation of well-being: From job rewards to job satisfaction. <i>Intelligence</i> , 2012, 40, 333-342.	3.0	9
53	Does Core Self Evaluations predict career success? A reanalysis of Judge and Hurst (2008). <i>Journal of Research in Personality</i> , 2014, 48, 107-115.	1.7	9
54	Cognitive ability and party identity: No important differences between Democrats and Republicans. <i>Intelligence</i> , 2016, 58, 18-21.	3.0	9

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55	Intelligence and the rationality of political preferences. <i>Intelligence</i> , 2018, 69, 59-70.	3.0	9
56	Decision-making training for occupational choice and early turnover: a field experiment. <i>Career Development International</i> , 2006, 11, 80-91.	2.7	8
57	Adolescents' intelligence is related to family income. <i>Personality and Individual Differences</i> , 2014, 59, 112-115.	2.9	8
58	The claim that personality is more important than intelligence in predicting important life outcomes has been greatly exaggerated. <i>Intelligence</i> , 2022, 92, 101631.	3.0	8
59	Time dependent biases in consumer multi-attribute judgment. <i>Journal of Economic Psychology</i> , 1995, 16, 331-349.	2.2	7
60	Cognitive ability and party affiliation: The role of the formative years of political socialization. <i>Intelligence</i> , 2017, 61, 56-62.	3.0	7
61	Intelligence and the repayment of high- and low-consequences debt. <i>Personality and Individual Differences</i> , 2017, 110, 102-108.	2.9	7
62	Within-occupation sources of variance in Incumbent Perception of Job Complexity. <i>Journal of Occupational and Organizational Psychology</i> , 2001, 74, 95-108.	4.5	6
63	The joint effect of expectations and performance on efficacy beliefs. <i>Personality and Individual Differences</i> , 2016, 88, 51-56.	2.9	6
64	Returns to balance in cognitive skills for the self-employed: evidence from 18 countries. <i>Small Business Economics</i> , 2019, 52, 89-109.	6.7	6
65	The Learning of Natural Configural Strategies. <i>Organizational Behavior and Human Decision Processes</i> , 1995, 63, 195-206.	2.5	5
66	Cognitive versus Non-Cognitive Individual Differences and the Dynamics of Career Success. <i>Applied Psychology</i> , 2015, 64, 701-726.	7.1	5
67	Another look at the Spearman's hypothesis and relationship between Digit Span and General Mental Ability. <i>Learning and Individual Differences</i> , 2016, 45, 128-132.	2.7	5
68	REALISTIC JOB PREVIEW, SOCIAL EXCHANGE AND ORGANIZATIONAL COMMITMENT.. <i>Proceedings - Academy of Management</i> , 2000, 2000, E1-E6.	0.1	4
69	On general mental ability, digit span and Spearman's hypothesis. <i>Learning and Individual Differences</i> , 2016, 45, 135-136.	2.7	4
70	Configurality in judgment: Is it a bias?. <i>Psychonomic Bulletin and Review</i> , 1997, 4, 382-386.	2.8	3
71	Nonlinear Models of Clinical Judgment: Communal Nonlinearity and Nonlinear Accuracy. <i>Psychological Science</i> , 2001, 12, 403-407.	3.3	3
72	From intelligence to political ideology: Socioeconomic paths. <i>Personality and Individual Differences</i> , 2020, 164, 110095.	2.9	3

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73	Reply to Commentary: Anchoring and Adjustment, Compatibility, and the Better Understanding of the Preference Reversal Phenomenon. <i>Journal of Behavioral Decision Making</i> , 1996, 9, 112-114.	1.7	1
74	Information overload, decreasing marginal responsiveness, and the estimation of nonmonotonic relationships in direct marketing. <i>Journal of Direct Marketing</i> , 1996, 10, 7-9.	0.2	1
75	The Scaling and Modeling of Pay and the Robustness of the Effect of Core Self Evaluations on Career Success. <i>Frontiers in Psychology</i> , 2021, 12, 608858.	2.1	1
76	Job Satisfaction over Time: A Longitudinal Study of the Differential Roles of Age and Tenure. <i>Proceedings - Academy of Management</i> , 2014, 2014, 13905.	0.1	1
77	The effect of serial day on the measurement of positivity and emotional complexity in diary studies. <i>European Journal of Social Psychology</i> , 0, , .	2.4	1
78	The Retrospective Independence of Positive and Negative Affect. <i>Social Cognition</i> , 2020, 38, 470-488.	0.9	1
79	Individual differences and the relationship between education and religiosity in longitudinal versus cross-sectional studies. <i>International Journal of Psychology</i> , 2022, , .	2.8	1
80	Assessing similarity relationships among noncomparable direct mail products from direct mail databases. <i>Journal of Direct Marketing</i> , 1992, 6, 11-21.	0.2	0
81	The Cost of Well-Being: The Role of Income Following Social Transition. <i>Proceedings - Academy of Management</i> , 2014, 2014, 11585.	0.1	0
82	Does Pay Matter to Everyone? A National Culture Analysis of Pay, Sex, and Job Satisfaction. <i>Proceedings - Academy of Management</i> , 2020, 2020, 11633.	0.1	0
83	The effect of the judge's condition on the judgment of others' well-being. <i>Journal of Social Psychology</i> , 2024, 164, 153-168.	1.5	0