

Construal-level theory of psychological distance.

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Citation Report

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2	Flexibility now, consistency later: Psychological distance and construal shape evaluative responding.. Journal of Personality and Social Psychology, 2010, 99, 32-51.	2.6	136
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1289	Taking climate change here and now "mitigating ideological polarization with psychological distance. Global Environmental Change, 2018, 53, 174-181.	3.6	49
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1293	Does Feeling Empathy Lead to Compassion Fatigue or Compassion Satisfaction? The Role of Time Perspective. Journal of Psychology: Interdisciplinary and Applied, 2018, 152, 630-645.	0.9	28
1294	Beyond Social Contagion: Associative Diffusion and the Emergence of Cultural Variation. American Sociological Review, 2018, 83, 897-932.	2.8	82
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1302	Chapter 14 Leadership Now: Reflecting on the Legacy of Boas Shamir. Monographs in Leadership and Management, 2018, , 315-323.	0.2	0
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1305	Affective Boundaries of Scope Insensitivity. SSRN Electronic Journal, 0, , .	0.4	0
1306	The Role of Future Orientation, Cultural Worldviews, and Collective Efficacy in the American Public's Climate Change Attitudes and Policy Support. International Journal of Public Opinion Research, 2018, 30, 493-503.	0.7	5
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1316	Harnessing place attachment for local climate mitigation? Hypothesising connections between broadening representations of place and readiness for change. <i>Local Environment</i> , 2018, 23, 912-919.	1.1	7
1317	Attentional scope is reduced by Internet use: A behavior and ERP study. <i>PLoS ONE</i> , 2018, 13, e0198543.	1.1	17
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1324	A construal level approach to understanding interpersonal processes. <i>Social and Personality Psychology Compass</i> , 2018, 12, e12409.	2.0	17
1325	Place, proximity, and perceived harm: extreme weather events and views about climate change. <i>Climatic Change</i> , 2018, 149, 349-365.	1.7	93

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1338	Climate Change: What Psychology Can Offer in Terms of Insights and Solutions. <i>Current Directions in Psychological Science</i> , 2018, 27, 269-274.	2.8	129
1339	Differential temporal salience of earning and saving. <i>Nature Communications</i> , 2018, 9, 2843.	5.8	14
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1350	Auditing Complex Estimates: How Do Construal Level and Evidence Formatting Impact Auditors' Consideration of Inconsistent Evidence?. <i>Contemporary Accounting Research</i> , 2018, 35, 1798-1815.	1.5	36
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1354	Temporal myopia in sustainable behavior under uncertainty. <i>International Journal of Research in Marketing</i> , 2018, 35, 378-393.	2.4	22
1355	Urgently Yours: Temporal Communication Norms and Psychological Distance. <i>Journal of Consumer Psychology</i> , 2018, 28, 665-672.	3.2	19
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1365	A Brief, Distance-Based Intervention Can Increase Intentions to Follow Evidence-Based Guidelines in Cancer Screening. <i>Social Psychological and Personality Science</i> , 2019, 10, 653-661.	2.4	4
1366	Sense and sensibility: The impact of visual and auditory sensory input on marketplace morality. <i>Journal of Business Research</i> , 2019, 95, 428-441.	5.8	9
1367	Strangers in Strained Lands: Learning From Workplace Experiences of Immigrant Employees. <i>Journal of Management</i> , 2019, 45, 600-619.	6.3	34

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1373	Using Information Processing Strategies to Predict Contagion of Social Media Behavior: A Theoretical Model. <i>Advances in Intelligent Systems and Computing</i> , 2019, , 369-378.	0.5	1
1374	How liberals and conservatives respond to feasibility and desirability appeals in anti-tobacco campaigns. <i>Asian Journal of Communication</i> , 2019, 29, 55-72.	0.6	12
1375	Social Class Transitioners: Their Cultural Abilities and Organizational Importance. <i>Academy of Management Review</i> , 2019, 44, 618-642.	7.4	43
1376	Staying with the ingroup or outgroup? A cross-country examination of international travelers' home-sharing preferences. <i>International Journal of Hospitality Management</i> , 2019, 77, 425-437.	5.3	21
1377	Darling, Get Closer to Me: Spatial Proximity Amplifies Interpersonal Liking. <i>Personality and Social Psychology Bulletin</i> , 2019, 45, 300-309.	1.9	13
1378	The Gift of Psychological Closeness: How Feasible Versus Desirable Gifts Reduce Psychological Distance to the Giver. <i>Personality and Social Psychology Bulletin</i> , 2019, 45, 360-371.	1.9	22
1379	Can brand experience shorten consumers' psychological distance toward the brand? The effect of brand experience on consumers' construal level. <i>Journal of Brand Management</i> , 2019, 26, 255-267.	2.0	18
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1384	Should supervisors communicate goals or visions? The moderating role of subordinates' psychological distance. <i>Journal of Applied Social Psychology</i> , 2019, 49, 671-683.	1.3	14
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1388	Acceptance and Penetration of Bitcoin: The Role of Psychological Distance and National Culture. SAGE Open, 2019, 9, 215824401986581.	0.8	13
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1392	Bringing Empathy to Schools. , 2019, , 16-23.		0
1393	â€œMoving the World with One Handâ€•, 2019, , 24-29.		0
1394	Those Who Made the Impossible Happen. , 2019, , 30-36.		0
1395	Brain Unmalleability. , 2019, , 39-42.		0
1396	Keep It Consistent. , 2019, , 43-47.		0
1397	Majority Influence. , 2019, , 48-51.		0
1398	Connections That Close the Mind. , 2019, , 52-55.		0
1399	Personal Book on Shared Reality. , 2019, , 56-60.		0
1400	They Did It!. , 2019, , 63-69.		0
1401	Brain Plasticity. , 2019, , 70-75.		0
1402	Creativity Opens Closed Doors. , 2019, , 76-81.		0
1403	Complexity, Inconsistent Thinking, and Paradoxes. , 2019, , 82-89.		0
1404	Minority Influence. , 2019, , 90-93.		0

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1405	Networks That Boost Creativity. , 2019, , 94-100.		0
1406	Sync Your Mind with Others. , 2019, , 101-105.		0
1407	Opening the Mind. , 2019, , 106-112.		0
1408	Precondition One. , 2019, , 115-118.		0
1409	Forest for the Trees. , 2019, , 119-125.		0
1410	The Opening Value of Allegories, Metaphors, and Paradoxes. , 2019, , 126-134.		0
1411	Games and Simulations. , 2019, , 135-141.		0
1412	Joy and Dancing. , 2019, , 142-151.		0
1413	A Flexible Body Opens the Mind. , 2019, , 152-158.		0
1414	Imagination as a Key to the Impossible. , 2019, , 159-164.		0
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1430	Is that coffee mug smiling at me? How anthropomorphism impacts the effectiveness of desirability vs. feasibility appeals in sustainability advertising. Journal of Retailing and Consumer Services, 2019, 51, 352-361.	5.3	73
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1438	Water crisis, drought, and climate change in the southeast United States. Land Use Policy, 2019, 88, 104110.	2.5	32
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1448	Spontaneous Thought as an Unconstrained Memory Process. <i>Trends in Neurosciences</i> , 2019, 42, 763-777.	4.2	39
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1455	Deviance. , 2019, , 19-32.		0
1456	Omission. , 2019, , 33-46.		0
1457	Imprecision. , 2019, , 47-69.		0
1458	Indirectness. , 2019, , 70-89.		0
1459	Figurativeness. , 2019, , 90-119.		0
1460	Language Play. , 2019, , 120-141.		0
1461	THE Social Media. , 2019, , 142-179.		0
1462	The Art of Language. , 2019, , 180-219.		0
1463	The End Game. , 2019, , 220-251.		0
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1468	Not Learning From Failure—the Greatest Failure of All. <i>Psychological Science</i> , 2019, 30, 1733-1744.	1.8	51
1469	Personal harm and support for climate change mitigation policies: Evidence from 10 U.S. communities impacted by extreme weather. <i>Global Environmental Change</i> , 2019, 59, 101984.	3.6	40
1470	The relative contribution of response bias and weighting-of-similarity bias to valence asymmetry in attitude generalization. <i>Journal of Experimental Social Psychology</i> , 2019, 85, 103887.	1.3	1
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1472	A Terrible Future: Episodic Future Thinking and the Perceived Risk of Terrorism. <i>Frontiers in Psychology</i> , 2019, 10, 2333.	1.1	6
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1475	Evidence for an Automatic Medicine—Masculinity Link and its Reduction Through Self-Affirmation. <i>Social Cognition</i> , 2019, 37, 425-441.	0.5	0
1476	Does consumer-firm affiliation matter? The impact of social distance on consumers' moral judgments. <i>Psychology and Marketing</i> , 2019, 36, 1215-1225.	4.6	10
1477	From Knowing to Remembering: The Semantic—Episodic Distinction. <i>Trends in Cognitive Sciences</i> , 2019, 23, 1041-1057.	4.0	177
1478	Subjective well-being and valuation of future health states: Discrepancies between anticipated and experienced life satisfaction. <i>Journal of Applied Social Psychology</i> , 2019, 49, 746-754.	1.3	3
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1480	Concrete mindset impairs filtering in visual working memory. <i>Psychonomic Bulletin and Review</i> , 2019, 26, 1917-1924.	1.4	5
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1483	Cognitive tips for changing mindsets: improving policies to protect health and environment. <i>Journal of Epidemiology and Community Health</i> , 2019, 73, 985-987.	2.0	2
1484	Revisiting embodied approach and avoidance effects on behavior: The influence of sitting posture on purchases of rewarding foods. <i>Journal of Experimental Social Psychology</i> , 2019, 85, 103889.	1.3	2
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1802	Designed to S(m)ell: When Scented Advertising Induces Proximity and Enhances Appeal. <i>Journal of Marketing Research</i> , 2020, 57, 315-331.	3.0	17
1803	Psychological distance in consumer psychology: Consequences and antecedents. <i>Consumer Psychology Review</i> , 2020, 3, 108-125.	3.4	30
1804	Not under my backyard? Psychological distance, local acceptance, and shale gas development in China. <i>Energy Research and Social Science</i> , 2020, 61, 101336.	3.0	19
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1812	How 3D Virtual Reality Stores Can Shape Consumer Purchase Decisions: The Roles of Informativeness and Playfulness. <i>Journal of Interactive Marketing</i> , 2020, 49, 70-85.	4.3	134
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1814	Effects of psychological distance perception and psychological factors on pro-environmental behaviors in Taiwan: Application of construal level theory. <i>International Sociology</i> , 2020, 35, 70-89.	0.4	34
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1819	Understanding consumer intentions toward cross-border m-commerce usage: A psychological distance and commitment-trust perspective. <i>Electronic Commerce Research and Applications</i> , 2020, 39, 100920.	2.5	62
1820	Multivariate Patterns of Posterior Cortical Activity Differentiate Forms of Emotional Distancing. <i>Cerebral Cortex</i> , 2020, 30, 2766-2776.	1.6	11
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1982	Postpartum lifestyle modifications for women with gestational diabetes: A qualitative study. <i>European Journal of Obstetrics, Gynecology and Reproductive Biology</i> , 2020, 252, 105-111.	0.5	5
1983	Intrinsic motivators of collaborative consumption: A study of accommodation rental services. <i>International Journal of Consumer Studies</i> , 2020, 44, 616-628.	7.2	18
1984	Is future self-relevance necessary to increase saving for retirement? A replication study. <i>Journal of Applied Social Psychology</i> , 2020, 50, 456-463.	1.3	1
1985	Sizing Up Entrepreneurial Potential: Gender Differences in Communication and Investor Perceptions of Long-Term Growth and Scalability. <i>Academy of Management Journal</i> , 2021, 64, 716-740.	4.3	40
1986	When Putting Work Off Pays Off: The Curvilinear Relationship between Procrastination and Creativity. <i>Academy of Management Journal</i> , 2021, 64, 772-798.	4.3	39
1987	La proximit� en marketing: proposition d'un cadre int�grateur et agenda de recherche. <i>Recherche Et Applications En Marketing</i> , 2020, 35, 103-130.	0.2	9
1988	Dynamicism, radical enactivism, and representational cognitive processes: The case of subitization. <i>Philosophical Psychology</i> , 2020, 33, 1096-1120.	0.5	1
1989	Temporal distance and accessibility of overt and covert trait-aspects in judgments of self and others. <i>Self and Identity</i> , 2021, 20, 672-687.	1.0	1
1990	Psychological distance reduces the effect of internalized stigma on mental health treatment decisions. <i>Journal of Applied Social Psychology</i> , 2020, 50, 489-498.	1.3	6
1991	Communicating Climate Change Risk: A Content Analysis of IPCC's Summary for Policymakers. <i>Sustainability</i> , 2020, 12, 4861.	1.6	20
1992	Construal level effects in sponsorship-linked marketing: informativeness and timing of announcements. <i>Journal of Marketing Theory and Practice</i> , 2020, 28, 357-372.	2.6	3
1993	The MAD Model of Moral Contagion: The Role of Motivation, Attention, and Design in the Spread of Moralized Content Online. <i>Perspectives on Psychological Science</i> , 2020, 15, 978-1010.	5.2	164
1994	Mr. Potato Head fights food waste: The effect of anthropomorphism in promoting ugly food. <i>International Journal of Hospitality Management</i> , 2020, 89, 102521.	5.3	38
1995	Rethinking the Relationships Between Time Perspectives and Well-Being: Four Hypothetical Models Conceptualizing the Dynamic Interplay Between Temporal Framing and Mechanisms Boosting Mental Well-Being. <i>Frontiers in Psychology</i> , 2020, 11, 1033.	1.1	11
1996	Corporate investor confidence in the aftermath of a mega natural disaster: An empirical study of the 2008 Wenchuan earthquake. <i>Safety Science</i> , 2020, 125, 104620.	2.6	6
1997	Discovering Call Interaction Fluency: A Way to Improve Experiences with Call Centres. <i>Service Science</i> , 2020, 12, 26-42.	0.9	2
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1999	Visual angle modulates affective responses to audiovisual stimuli. <i>Computers in Human Behavior</i> , 2020, 109, 106346.	5.1	13
2000	The effect of attribute originality on consumers' adoption intention of customization: The role of construal level. <i>Journal of Retailing and Consumer Services</i> , 2020, 55, 102116.	5.3	9
2001	Distanced Self-Talk Enhances Goal Pursuit to Eat Healthier. <i>Clinical Psychological Science</i> , 2020, 8, 366-373.	2.4	11
2002	When people low in social class become a persuasive source of communication: Social class of other donors and charitable donations. <i>Journal of Business Research</i> , 2020, 112, 45-55.	5.8	9
2003	Exploring the Differential Effects of Online Reviews on Film's Box-Office Success: Source Identity and Brand Equity From an Integrated Perspective. <i>Frontiers in Psychology</i> , 2020, 11, 217.	1.1	4
2004	I Can See Clearly Now: Episodic Future Thinking and Imaginability in Perceptions of Climate-Related Risk Events. <i>Frontiers in Psychology</i> , 2020, 11, 218.	1.1	12
2005	Die persuasive Wirkung von anekdotischen und statistischen Botschaften im Sozialmarketing. , 2020, , .		0
2006	Imagining better societies: A social psychological framework for the study of utopian thinking and collective action. <i>Social and Personality Psychology Compass</i> , 2020, 14, e12525.	2.0	18
2007	What recovery options to offer for loyalty reward program members: Dollars vs. Miles?. <i>International Journal of Hospitality Management</i> , 2020, 87, 102496.	5.3	12
2008	The Impact of Terrorist Attack News on Moral Intuitions. <i>Communication Studies</i> , 2020, 71, 511-527.	0.7	2
2009	Public service motivation and prosocial motivation: two sides of the same coin?. <i>Public Management Review</i> , 2020, 22, 974-998.	3.4	38
2010	What's in Your Body of Water? A Pilot Study Using Metaphoric Framing to Reduce the Psychological Distance in Pharmaceutical Pollution Risk Communication. <i>Environmental Management</i> , 2020, 65, 630-641.	1.2	2
2011	Artificial Intelligence and Persuasion: A Construal-Level Account. <i>Psychological Science</i> , 2020, 31, 363-380.	1.8	55
2012	Research Progress and Thematic Evolution of Psychological Distance—A Co-Word Analysis Based on Bibliometric Research. <i>Current Psychology</i> , 2022, 41, 1569-1583.	1.7	6
2013	Opportunities and Challenges for Hurricane Resilience on Agricultural and Forest Land in the U.S. Southeast and Caribbean. <i>Sustainability</i> , 2020, 12, 1364.	1.6	9
2014	More work, better health? The moderation effect of employee-organizational psychological distance. <i>Journal of Health Psychology</i> , 2020, 26, 135910532090624.	1.3	5
2015	New perspectives on time perspective and temporal focus. <i>Journal of Organizational Behavior</i> , 2020, 41, 235-243.	2.9	28
2016	Metamotivation: Emerging research on the regulation of motivational states. <i>Advances in Motivation Science</i> , 2020, 7, 1-42.	2.2	17

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2019	Concrete Messages Increase Healthy Eating Preferences. European Journal of Investigation in Health, Psychology and Education, 2020, 10, 669-681.	1.1	2
2020	Goal congruity theory: Navigating the social structure to fulfill goals. Advances in Experimental Social Psychology, 2020, 62, 189-244.	2.0	18
2021	Through the looking glass: Distinguishing neural correlates of relational and non-relational self-reference and person representation. Cortex, 2020, 130, 257-274.	1.1	6
2022	An agenda for psychological distance apart from construal level. Social and Personality Psychology Compass, 2020, 14, e12552.	2.0	10
2023	Investigating the effect of message framing on event attendees'™ engagement with advertisement promoting food waste reduction practices. International Journal of Hospitality Management, 2020, 89, 102589.	5.3	45
2024	The Effect of Temporal Frames in Anti-Smoking Messages on the Extension of Anti-Smoking Arguments to Smokers. Journal of Health Communication, 2020, 25, 421-429.	1.2	2
2025	Is Lockdown Bad for Social Anxiety in COVID-19 Regions?: A National Study in The SOR Perspective. International Journal of Environmental Research and Public Health, 2020, 17, 4561.	1.2	98
2026	Fake news or true lies? Reflections about problematic contents in marketing. International Journal of Market Research, 2020, 62, 409-417.	2.8	36
2027	In Times of Trouble: A Framework for Understanding Consumers'™ Responses to Threats. Journal of Consumer Research, 2020, 47, 311-326.	3.5	161
2028	Mental imagery in generalized anxiety disorder: A comparison with healthy control participants. Behaviour Research and Therapy, 2020, 127, 103571.	1.6	9
2029	Future orientation promotes climate concern and mitigation. Journal of Cleaner Production, 2020, 262, 121212.	4.6	10
2030	How do consumers process digital display ads in-store? The effect of location, content, and goal relevance. Journal of Retailing and Consumer Services, 2020, 56, 102177.	5.3	10
2031	Looking inward, outward, and forward: Exploring the process of transformative learning in teacher education for a sustainable future. Sustainability Science, 2020, 15, 1767-1787.	2.5	19
2032	Take a risk or proceed with caution: Prevention motivation moderates responses to near-loss events. Journal of Behavioral Decision Making, 2020, 33, 505-522.	1.0	5
2033	So distant, yet useful: The impact of distal stories on customers'™ service expectations. Journal of Business Research, 2020, 113, 230-242.	5.8	7
2034	Bringing People Closer: The Prosocial Effects of Immersive Media on Users'™ Attitudes and Behavior. Nonprofit and Voluntary Sector Quarterly, 2020, 49, 1015-1034.	1.3	32

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2036	Youth perceptions of climate change: A narrative synthesis. <i>Wiley Interdisciplinary Reviews: Climate Change</i> , 2020, 11, e641.	3.6	93
2037	Advancing Community Science Literacy. <i>Journal of Museum Education</i> , 2020, 45, 5-15.	0.2	19
2038	Hermione and the Secretary: how gendered task division in introductory physics labs can disrupt equitable learning. <i>European Journal of Physics</i> , 2020, 41, 035702.	0.3	48
2039	Factory-made or farm fresh? Measuring U.S. support for aquaculture as a food technology. <i>Marine Policy</i> , 2020, 115, 103858.	1.5	11
2040	Identifying predictors of teachers'™ intention and willingness to teach about cancer by using direct and belief-based measures in the context of the theory of planned behaviour. <i>International Journal of Science Education</i> , 2020, 42, 547-575.	1.0	10
2041	A path to altruism: Investigating the effects of brand origin and message explicitness in CR&M campaigns. <i>Business Ethics</i> , 2020, 29, 617-628.	3.5	5
2042	Thanks, but no thanks: The influence of gratitude on consumer awareness of food waste. <i>Journal of Cleaner Production</i> , 2020, 258, 120591.	4.6	60
2043	Is it time? Episodic imagining and the discounting of delayed and probabilistic rewards in young and older adults. <i>Cognition</i> , 2020, 199, 104222.	1.1	13
2044	Sense of Power: Policy Insights for Encouraging Consumers'™ Healthy Food Choice. <i>Journal of Public Policy and Marketing</i> , 2020, 39, 188-204.	2.2	18
2045	Creativity in the marketing and consumer behavior literature: a structured review and a research agenda. <i>Italian Journal of Marketing</i> , 2020, 2020, 85-124.	1.5	3
2046	Can you believe it? The effects of benefit type versus construal level on advertisement credibility and purchase intention for organic food. <i>Journal of Cleaner Production</i> , 2020, 257, 120543.	4.6	65
2047	The influence of preciseness of price information on the travel option choice. <i>Tourism Management</i> , 2020, 79, 104012.	5.8	27
2048	Executive Function and Psychopathology: A Neurodevelopmental Perspective. <i>Annual Review of Clinical Psychology</i> , 2020, 16, 431-454.	6.3	172
2049	Open for Learning: Encouraging Generalization Fosters Knowledge Transfer in Negotiation. <i>Negotiation and Conflict Management Research</i> , 2020, 13, 3-23.	1.0	4
2050	Impact of VR on impulsive desire for a destination. <i>Journal of Hospitality and Tourism Management</i> , 2020, 42, 244-255.	3.5	47
2051	Translating the Distant into the Present: How actors address distant past and future events through situated activity. <i>Organization Theory</i> , 2020, 1, 263178771990099.	2.7	49
2052	Designing Public Information Campaigns as an Effective Policy Tool: Construal-Level Fit Effects and Evidence from an Experimental Study. <i>Journal of Comparative Policy Analysis: Research and Practice</i> , 2020, 22, 579-592.	1.8	4

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2054	Reducing, and bridging, the psychological distance of climate change. <i>Journal of Environmental Psychology</i> , 2020, 67, 101388.	2.3	85
2055	Putting time in perspective: How and why construal level buffers the relationship between wait time and aggressive tendencies. <i>Journal of Organizational Behavior</i> , 2020, 41, 294-309.	2.9	16
2056	Risk or Efficacy? How Psychological Distance Influences Climate Change Engagement. <i>Risk Analysis</i> , 2020, 40, 758-770.	1.5	33
2057	The Future Ambiguity Effect: How Narrow Payoff Ranges Increase Future Payoff Appeal. <i>Management Science</i> , 2020, 66, 3754-3770.	2.4	0
2058	Explaining the Complex Effect of Construal Level on Moral and Political Attitudes. <i>Current Directions in Psychological Science</i> , 2020, 29, 115-120.	2.8	8
2059	When distraction may be a good thing: The role of distraction in low-fit brand extension evaluation. <i>Psychology and Marketing</i> , 2020, 37, 604-621.	4.6	5
2060	Perceptions of Organizational Politics Research: Past, Present, and Future. <i>Journal of Management</i> , 2020, 46, 879-907.	6.3	69
2061	Sharing is (Not) Caring? The Interactive Effects of Power and Psychological Distance on Tolerance of Unethical Behavior. <i>Australasian Marketing Journal</i> , 2020, 28, 42-49.	3.5	26
2062	A Construal Level Account of the Impact of Religion and God on Prosociality. <i>Personality and Social Psychology Bulletin</i> , 2020, 46, 1107-1120.	1.9	11
2063	The Effects of Creative Culture on Real Earnings Management*. <i>Contemporary Accounting Research</i> , 2020, 37, 2319-2356.	1.5	30
2064	Autonomous Shopping Systems: Identifying and Overcoming Barriers to Consumer Adoption. <i>Journal of Retailing</i> , 2020, 96, 74-87.	4.0	116
2065	Natural variability or climate change? Stakeholder and citizen perceptions of extreme event attribution. <i>Global Environmental Change</i> , 2020, 62, 102070.	3.6	39
2066	When interchangeability between providers and users makes a difference: The mediating role of social proximity in collaborative services. <i>Journal of Business Research</i> , 2020, 121, 506-515.	5.8	20
2067	Traveler preferences from online reviews: Role of travel goals, class and culture. <i>Tourism Management</i> , 2020, 80, 104108.	5.8	35
2068	Living wage in the framework of corporate social responsibility: Analyzing its impact on consumer response. <i>Corporate Social Responsibility and Environmental Management</i> , 2020, 27, 2060-2070.	5.0	0
2069	How does experience impact the adoption willingness of battery electric vehicles? The role of psychological factors. <i>Environmental Science and Pollution Research</i> , 2020, 27, 25230-25247.	2.7	47
2070	Electronic word-of-mouth and consumer purchase intentions in social e-commerce. <i>Electronic Commerce Research and Applications</i> , 2020, 41, 100980.	2.5	84

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2072	Do up-displayed eco-friendly products always perform better? The moderating role of psychological distance. <i>Journal of Business Research</i> , 2020, 114, 198-212.	5.8	18
2073	Distanced self-talk changes how people conceptualize the self. <i>Journal of Experimental Social Psychology</i> , 2020, 88, 103969.	1.3	7
2074	When worry about climate change leads to climate action: How values, worry and personal responsibility relate to various climate actions. <i>Global Environmental Change</i> , 2020, 62, 102061.	3.6	203
2075	Detection of early warning signals for overruns in IS projects: linguistic analysis of business case language. <i>European Journal of Information Systems</i> , 2020, 29, 190-202.	5.5	8
2076	When thinking of my death leads to thinking of others'™ deaths: the effect of collectivism, psychological closeness, and mortality salience on prosocial behavioral intentions in the Sewol ferry disaster. <i>Journal of Risk Research</i> , 2021, 24, 756-770.	1.4	15
2077	Reducing Discrimination and Fostering Prosociality Towards Ex-Prisoners in Nigeria and the United States. <i>Journal of Social Issues</i> , 2020, 76, 172-199.	1.9	10
2078	Culture and mood disorders: the effect of abstraction in image, narrative and film on depression and anxiety. <i>Medical Humanities</i> , 2020, 46, 430-443.	0.6	3
2079	Media Representation of Extreme Event Attribution: A Case Study of the 2011-17 California Drought. <i>Weather, Climate, and Society</i> , 2020, 12, 847-862.	0.5	24
2080	Victims, Vignettes, and Videos: Meta-Analytic and Experimental Evidence That Emotional Impact Enhances the Derogation of Innocent Victims. <i>Personality and Social Psychology Review</i> , 2020, 24, 233-259.	3.4	11
2081	Temporal Distance and Descriptive Norms on Environmental Behaviors: A Cross-Cultural Examination of Construal-Level Theory. <i>SAGE Open</i> , 2020, 10, 215824402091457.	0.8	13
2082	A mixed methods investigation of end-of-life surrogate decisions among older adults. <i>BMC Palliative Care</i> , 2020, 19, 44.	0.8	10
2083	Impermanence focus: for more detailed mechanism of clearing a space. <i>Person-Centered and Experiential Psychotherapies</i> , 2021, 20, 21-33.	0.2	0
2084	Using Audit Programs to Improve Auditor Evidence Collection. <i>Accounting Review</i> , 2021, 96, 251-272.	1.7	12
2085	Traveling with Companions: The Social Customer Journey. <i>Journal of Marketing</i> , 2021, 85, 68-92.	7.0	119
2086	Grounded procedures: A proximate mechanism for the psychology of cleansing and other physical actions. <i>Behavioral and Brain Sciences</i> , 2021, 44, e1.	0.4	13
2087	You Will Not Remember This: How Memory Efficacy Influences Virtuous Behavior. <i>Journal of Consumer Research</i> , 2021, 47, 737-754.	3.5	7
2088	Can the Implicit Association Test Serve as a Valid Measure of Automatic Cognition? A Response to Schimmack (2021). <i>Perspectives on Psychological Science</i> , 2021, 16, 422-434.	5.2	33

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2090	Too Close to Care? A Replication Study to Re-examine the Effect of Cued Distance on Climate Change Engagement.. <i>Environmental Communication</i> , 2021, 15, 1-11.	1.2	6
2091	How do self-brand connections affect ad responses among South Korean consumers? The roles of reference groups and message construals. <i>International Journal of Market Research</i> , 2021, 63, 494-513.	2.8	1
2092	Learning Temporal Structures of Random Patterns by Generating Functions. <i>American Statistician</i> , 2021, 75, 300-309.	0.9	0
2093	Effects of Self-Affirmation Feedback on Exercise Intention of Women in Their Twenties Depending on Construal Level. <i>Psychological Reports</i> , 2021, 124, 163-187.	0.9	0
2094	Feeling Manipulated: How Tip Request Sequence Impacts Customers and Service Providers?. <i>Journal of Service Research</i> , 2021, 24, 66-83.	7.8	15
2095	Nothing going on? Exploring the role of missed events in changes in subjective well-being and the Big Five personality traits. <i>Journal of Personality</i> , 2021, 89, 113-131.	1.8	3
2096	My Brother's Keeper: Other-regarding preferences and concern for global climate change. <i>Review of International Organizations</i> , 2021, 16, 345-376.	2.0	6
2097	Can multitasking influence professional scepticism?. <i>Accounting and Finance</i> , 2021, 61, 1277-1306.	1.7	0
2098	Perceived cancer-related benefits of quitting smoking and associations with quit intentions among recently diagnosed cancer patients. <i>Journal of Health Psychology</i> , 2021, 26, 831-842.	1.3	12
2099	Surviving a Crisis: How Crisis Type and Psychological Distance Can Inform Corporate Crisis Responses. <i>Journal of Business Ethics</i> , 2021, 168, 795-811.	3.7	19
2100	The Effects of Pornography on Unethical Behavior in Business. <i>Journal of Business Ethics</i> , 2021, 168, 37-54.	3.7	4
2101	The application of information values and construal level theory for examining low cost carrier advertisements. <i>Journal of Air Transport Management</i> , 2021, 90, 101957.	2.4	3
2102	Social distancing and wellbeing: conceptualizing actor distance and actor safe zone for pandemics. <i>Service Industries Journal</i> , 2021, 41, 9-31.	5.0	31
2103	Should you save the more useful? The effect of generality on moral judgments about rescue and indirect effects. <i>Cognition</i> , 2021, 206, 104501.	1.1	3
2104	Culture in the entrepreneurial ecosystem: a conceptual framing. <i>International Entrepreneurship and Management Journal</i> , 2021, 17, 289-319.	2.9	22
2105	A Call to Arms for Climate Change? How Military Service Member Concern About Climate Change Can Inform Effective Climate Communication. <i>Environmental Communication</i> , 2021, 15, 85-98.	1.2	14
2106	Disentangling the meanings of brand authenticity: The entity-referent correspondence framework of authenticity. <i>Journal of the Academy of Marketing Science</i> , 2021, 49, 96-118.	7.2	60

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2108	Sexual Harassment in Politics. News about Victimsâ€™ Delayed Sexual Harassment Accusations and Effects on Victim Blaming: A Mediation Model. <i>Mass Communication and Society</i> , 2021, 24, 259-287.	1.2	4
2109	How Concrete Language Shapes Customer Satisfaction. <i>Journal of Consumer Research</i> , 2021, 47, 787-806.	3.5	61
2110	Distance matters: the effects of self-brand connections and construal levels on ad responses. <i>International Journal of Advertising</i> , 2021, 40, 403-430.	4.2	9
2111	The effects of student-consumerism on discipline specific teaching practices: a comparison of education and law. <i>Journal of Further and Higher Education</i> , 2021, 45, 417-432.	1.4	4
2112	Everyday "low price" or everyday "value"? The interactive effects of framing and construal level on consumer purchase intentions. <i>Journal of Retailing and Consumer Services</i> , 2021, 58, 102317.	5.3	11
2113	Time will tell: Time perspective as a source for metacognitive emotion-focused coping and its measurement. <i>Personality and Individual Differences</i> , 2021, 168, 110367.	1.6	1
2114	Indirect Reciprocity for Mitigating Intergroup Hostility: A Vignette Experiment and an Agent-based Model on Intergroup Relations between Mainland Chinese and Taiwanese. <i>Journal of Conflict Resolution</i> , 2021, 65, 403-426.	1.1	3
2115	Regulatory Scope and Its Mental and Social Supports. <i>Perspectives on Psychological Science</i> , 2021, 16, 204-224.	5.2	22
2116	Are mindful people more risk-averse? Effects of trait and state mindfulness on risk preference in decision-making. <i>International Journal of Psychology</i> , 2021, 56, 407-414.	1.7	4
2117	On Factors that Moderate the Effect of Buyer-Supplier Experience on E-Procurement Platforms. <i>Production and Operations Management</i> , 2021, 30, 1034-1051.	2.1	11
2118	Principles of moral accounting: How our intuitive moral sense balances rights and wrongs. <i>Cognition</i> , 2021, 206, 104467.	1.1	4
2119	Out of sight, out of cancellation: The impact of psychological distance on the cancellation behavior of tourists. <i>Journal of Air Transport Management</i> , 2021, 90, 101942.	2.4	2
2120	Budget Depreciation: When Budgeting Early Increases Spending. <i>Journal of Consumer Research</i> , 2021, 47, 937-958.	3.5	15
2121	A Review and Conceptual Framework for Understanding Personalized Matching Effects in Persuasion. <i>Journal of Consumer Psychology</i> , 2021, 31, 382-414.	3.2	84
2122	Social Media and Environmental Activism: Framing Climate Change on Facebook by Global NGOs. <i>Science Communication</i> , 2021, 43, 91-115.	1.8	41
2123	Construal level theory and risky decision making following near-miss events. <i>Journal of Behavioral Decision Making</i> , 2021, 34, 379-392.	1.0	7
2124	Advice to friends in want/should conflicts. <i>Journal of Behavioral Decision Making</i> , 2021, 34, 448-456.	1.0	2

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2126	Measuring global bystander intervention and exploring its antecedents for helping refugees. <i>British Journal of Psychology</i> , 2021, 112, 519-548.	1.2	10
2127	The sandwich game: Founder-CEOs and forecasting as impression management. <i>Journal of Business Venturing</i> , 2021, 36, 106075.	4.0	18
2128	The psychological distance and construal level perspectives of sustainable value creation in SMEs. <i>Sustainable Development</i> , 2021, 29, 465-478.	6.9	5
2129	Profit for friends, fairness for strangers: Social distance reverses the endowment effect in proxy decision making. <i>Journal of Retailing and Consumer Services</i> , 2021, 59, 102395.	5.3	2
2130	“Luckily, I don’t believe in statistics”: survey of women’s understanding of chance of success with futile fertility treatments. <i>Reproductive BioMedicine Online</i> , 2021, 42, 463-470.	1.1	12
2131	The Moderating Role of Descriptive Norms on Construal-Level Fit: An Examination in the Context of “Less Plastic” Campaigns. <i>Environmental Communication</i> , 2021, 15, 235-249.	1.2	6
2132	Exploring the impact of the physical conditions of mannequin displays on mental simulation: An embodied cognition theory perspective. <i>Journal of Retailing and Consumer Services</i> , 2021, 58, 102332.	5.3	4
2133	Funny but aversive: A large-scale survey of the emotional response to Covid-19 humor in the Italian population during the lockdown. <i>Lingua</i> , 2021, 249, 102963.	0.4	42
2134	Discounting environmental policy: The effects of psychological distance over time and space. <i>Journal of Environmental Psychology</i> , 2021, 73, 101529.	2.3	16
2135	A concrete example of construct construction in natural language. <i>Organizational Behavior and Human Decision Processes</i> , 2021, 162, 81-94.	1.4	16
2136	Choice bracketing and experience-based choice. <i>Journal of Behavioral Decision Making</i> , 2021, 34, 405-418.	1.0	1
2137	“Toxic friends”? The farther away, the less stressful: the impact of social distance to a dissociative group on consumer choices. <i>European Journal of Marketing</i> , 2021, 55, 925-943.	1.7	4
2138	Can time soften your opinion? The influence of consumer experience valence and review device type on restaurant evaluation. <i>International Journal of Hospitality Management</i> , 2021, 92, 102729.	5.3	20
2139	Do fast fashion consumers prefer foreign brands? The moderating roles of sensory perception and consumer personality on purchase intentions. <i>Asia Pacific Management Review</i> , 2021, 26, 103-111.	2.6	9
2140	Understanding public transport satisfaction in post COVID-19 pandemic. <i>Transport Policy</i> , 2021, 101, 81-88.	3.4	123
2141	Individual cognitive style affects flood risk perception and mitigation intentions. <i>Journal of Applied Social Psychology</i> , 2021, 51, 208-218.	1.3	5
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