General Evaluability Theory

Perspectives on Psychological Science 5, 343-355 DOI: 10.1177/1745691610374586

Citation Report

| # | Article | IF | CITATIONS |
|----|--|------|-----------|
| 1 | Factors predicting the subjective well-being of nations Journal of Personality and Social Psychology, 1995, 69, 851-864. | 2.8 | 1,232 |
| 2 | Life satisfaction goes with pleasure and personal growth goes with interest: Further arguments for separating hedonic and eudaimonic well-being. Journal of Positive Psychology, 2011, 6, 326-335. | 4.0 | 74 |
| 3 | The supremacy of singular subjectivity: Improving decision quality by removing objective specifications and direct comparisons. Journal of Consumer Psychology, 2011, 21, 393-404. | 4.5 | 12 |
| 4 | Paying for no reason? (Mis-)perceptions of product attributes in separate vs. joint product evaluation. Journal of Economic Psychology, 2011, 32, 857-864. | 2.2 | 9 |
| 5 | Winners Love Winning and Losers Love Money. Psychological Science, 2011, 22, 602-606. | 3.3 | 23 |
| 6 | New findings and future directions for subjective well-being research American Psychologist, 2012, 67, 590-597. | 4.2 | 412 |
| 7 | Feelings and Comparisons in Negotiation: One Subjective Outcome, Two Different Mechanisms. Public Personnel Management, 2012, 41, 21-33. | 2.9 | 4 |
| 8 | Online Dating. Psychological Science in the Public Interest: A Journal of the American Psychological Society, 2012, 13, 3-66. | 10.7 | 497 |
| 9 | Suboptimal choices and the need for experienced individual well-being in economic analysis. International Journal of Happiness and Development, 2012, 1, 63. | 0.1 | 14 |
| 10 | Product survival analysis for the App Store. Marketing Letters, 2012, 23, 929-941. | 2.9 | 39 |
| 11 | When High-Similarity Copycats Lose and Moderate-Similarity Copycats Gain: The Impact of Comparative Evaluation. Journal of Marketing Research, 2012, 49, 83-91. | 4.8 | 81 |
| 12 | Fate or fight: Exploring the hedonic costs of competition. Organizational Behavior and Human Decision Processes, 2012, 119, 177-186. | 2.5 | 4 |
| 13 | Valuations of human lives: normative expectations and psychological mechanisms of (ir)rationality. SynthÃ^se, 2012, 189, 95-105. | 1.1 | 29 |
| 14 | When Less Is More: Evolutionary Origins of the Affect Heuristic. PLoS ONE, 2012, 7, e46240. | 2.5 | 50 |
| 15 | Overpredicting and Underprofiting in Pricing Decisions. Journal of Behavioral Decision Making, 2012, 25, 512-521. | 1.7 | 18 |
| 16 | Regulatory focus and preference reversal between hedonic and utilitarian consumption. Journal of Consumer Behaviour, 2012, 11, 81-88. | 4.2 | 110 |
| 17 | Theory and Validity of Life Satisfaction Scales. Social Indicators Research, 2013, 112, 497-527. | 2.7 | 821 |
| 18 | Promoting happiness: The malleability of individual and societal subjective wellbeing. International Journal of Psychology, 2013, 48, 159-176. | 2.8 | 53 |

| # | Article | IF | CITATIONS |
|----|--|-----|-----------|
| 19 | Less is more: Why some domains are more positional than others. Journal of Economic Psychology, 2013, 39, 225-236. | 2.2 | 17 |
| 20 | Same numbers, different meanings: How numeracy influences the importance of numbers for pro-social behavior. Journal of Experimental Social Psychology, 2013, 49, 699-705. | 2.2 | 35 |
| 21 | Rising income and the subjective well-being of nations Journal of Personality and Social Psychology, 2013, 104, 267-276. | 2.8 | 272 |
| 22 | The Countability Effect: Comparative versus Experiential Reactions to Reward Distributions. Journal of Consumer Research, 2013, 39, 1219-1233. | 5.1 | 14 |
| 23 | Selective versus comparative processing. Journal of Consumer Psychology, 2013, 23, 150-153. | 4.5 | 17 |
| 24 | Deconfounding distance effects in judgments of moral obligation Journal of Experimental Psychology: Learning Memory and Cognition, 2013, 39, 237-252. | 0.9 | 14 |
| 25 | Overearning. Psychological Science, 2013, 24, 852-859. | 3.3 | 43 |
| 26 | Magnitude, Time, and Risk Differ Similarly between Joint and Single Evaluations. Journal of Consumer Research, 2013, 40, 172-184. | 5.1 | 37 |
| 27 | Neural Underpinnings of the Identifiable Victim Effect: Affect Shifts Preferences for Giving. Journal of Neuroscience, 2013, 33, 17188-17196. | 3.6 | 126 |
| 28 | Making Sense of Nonsense. Psychological Science, 2013, 24, 297-304. | 3.3 | 34 |
| 29 | Unit Asking. Psychological Science, 2013, 24, 1801-1808. | 3.3 | 46 |
| 30 | Risky business: rhesus monkeys exhibit persistent preferences for risky options. Frontiers in Psychology, 2014, 5, 258. | 2.1 | 17 |
| 31 | Questioning the End Effect: Endings Do Not Inherently Have a Disproportionate Impact on Evaluations of Experiences. SSRN Electronic Journal, 0, , . | 0.4 | 0 |
| 32 | User perception of differences in recommender algorithms. , 2014, , . | | 110 |
| 33 | Options as information: Rational reversals of evaluation and preference Journal of Experimental Psychology: General, 2014, 143, 1127-1143. | 2.1 | 23 |
| 34 | The Presenter's Paradox Revisited: An Evaluation Mode Account. Journal of Consumer Research, 2014, 41, 1127-1136. | 5.1 | 14 |
| 35 | Set-fit effects in choice Journal of Experimental Psychology: General, 2014, 143, 504-509. | 2.1 | 22 |
| 36 | The topography of generosity: Asymmetric evaluations of prosocial actions Journal of Experimental Psychology: General, 2014, 143, 2366-2379. | 2.1 | 46 |

| # | Article | IF | CITATIONS |
|----|---|------|-----------|
| 37 | Perceived Utility (not Sympathy) Mediates the Proportion Dominance Effect in Helping Decisions. Journal of Behavioral Decision Making, 2014, 27, 37-47. | 1.7 | 29 |
| 38 | Living Among the Affluent. Psychological Science, 2014, 25, 1235-1241. | 3.3 | 22 |
| 39 | Brand Identification by Product Design: The Impact of Evaluation Mode and Familiarity. Psychology and Marketing, 2014, 31, 1084-1095. | 8.2 | 7 |
| 40 | The Psychological Science of Money. , 2014, , . | | 6 |
| 41 | Less means more for pigeons but not always. Psychonomic Bulletin and Review, 2014, 21, 1623-1628. | 2.8 | 8 |
| 42 | Shopper Response to Front-of-Package Nutrition Labeling Programs: Potential Consumer and Retail Store Benefits. Journal of Retailing, 2014, 90, 13-26. | 6.2 | 81 |
| 43 | When and why attribute sorting affects attribute weights in decision-making. Journal of Business Research, 2014, 67, 1530-1536. | 10.2 | 7 |
| 44 | Dispositional and Contextual Moderators of Public Outrage Over Outsized Executive Bonuses. Corporate Reputation Review, 2014, 17, 290-299. | 1.7 | 1 |
| 45 | Scope insensitivity: The limits of intuitive valuation of human lives in public policy Journal of Applied Research in Memory and Cognition, 2015, 4, 248-255. | 1.1 | 35 |
| 46 | Insensitivity to Gradations in Warmth Traits Constrains Beliefs About Others' Potential for Improvement. Basic and Applied Social Psychology, 2015, 37, 348-361. | 2.1 | 6 |
| 49 | Meeting Three Challenges in Risk Communication. Policy Insights From the Behavioral and Brain Sciences, 2015, 2, 147-156. | 2.4 | 23 |
| 50 | Does Delegation Undermine Accountability? Experimental Evidence on the Relationship Between Blame Shifting and Control. Journal of Empirical Legal Studies, 2015, 12, 311-339. | 0.8 | 17 |
| 51 | Pseudoinefficacy: negative feelings from children who cannot be helped reduce warm glow for children who can be helped. Frontiers in Psychology, 2015, 6, 616. | 2.1 | 42 |
| 52 | Scarcity Frames Value. Psychological Science, 2015, 26, 402-412. | 3.3 | 324 |
| 53 | Prospect evaluation as a function of numeracy and probability denominator. Cognition, 2015, 138, 1-9. | 2.2 | 13 |
| 54 | Can patients use test results effectively if they have direct access?. BMJ, The, 2015, 350, h673-h673. | 6.0 | 22 |
| 55 | Lay Rationalism: Individual Differences in using Reason versus Feelings to Guide Decisions. Journal of Marketing Research, 2015, 52, 134-146. | 4.8 | 61 |
| 56 | A Prospect Theory-Based Evaluation of Dual-Process Influences on Aging and Decision Making. , 2015, , 189-212. | | 9 |

| # | Article | IF | CITATIONS |
|----|--|------|-----------|
| 57 | The Motivating-Uncertainty Effect: Uncertainty Increases Resource Investment in the Process of Reward Pursuit. Journal of Consumer Research, 2015, 41, 1301-1315. | 5.1 | 94 |
| 58 | A Dual Process Evaluability Framework for decision anomalies. Journal of Economic Psychology, 2015, 51, 183-198. | 2.2 | 4 |
| 59 | Selling Hope: The Role of Affect-Laden Health Care Advertising in Consumer Decision Making. Journal of Marketing Theory and Practice, 2015, 23, 434-454. | 4.3 | 15 |
| 60 | Choosing between options associated with past and future regret. Organizational Behavior and Human Decision Processes, 2015, 126, 107-114. | 2.5 | 18 |
| 61 | Bang for the Buck: Gain-Loss Ratio as a Driver of Judgment and Choice. Management Science, 2015, 61, 1137-1163. | 4.1 | 18 |
| 62 | On the relativistic nature of predicted and real physical experiences: A field experiment. Psychology of Sport and Exercise, 2015, 16, 106-111. | 2.1 | 0 |
| 63 | More prizes are not always more attractive: factors increasing prospective sweepstakes participants' sensitivity to the number of prizes. Journal of the Academy of Marketing Science, 2015, 43, 395-410. | 11.2 | 6 |
| 64 | ¿Vale la pena el riesgo? Miedo inducido por el terrorismo a volar. Universitas Psychologica, 2016, 15, . | 0.6 | 0 |
| 66 | Anticipated Guilt for Not Helping and Anticipated Warm Glow for Helping Are Differently Impacted by Personal Responsibility to Help. Frontiers in Psychology, 2016, 7, 1475. | 2.1 | 27 |
| 67 | Evaluative polarity words in risky choice framing. Journal of Pragmatics, 2016, 106, 20-38. | 1.5 | 9 |
| 68 | The Joint Influence of Evaluation Mode and Benchmark Signal on Environmental Accounting-Relevant Decisions. Social and Environmental Accountability Journal, 2016, 36, 124-152. | 1.5 | 4 |
| 69 | The road to heaven is paved with effort: Perceived effort amplifies moral judgment Journal of Experimental Psychology: General, 2016, 145, 1654-1669. | 2.1 | 26 |
| 70 | Metacognitive evaluation in the avoidance of demand Journal of Experimental Psychology: Human Perception and Performance, 2016, 42, 1372-1387. | 0.9 | 50 |
| 71 | Consumer knowledge affects valuation of product attributes: Experimental results for wine. Journal of Behavioral and Experimental Economics, 2016, 65, 85-94. | 1.2 | 36 |
| 72 | When fairness matters less than we expect. Proceedings of the National Academy of Sciences of the United States of America, 2016, 113, 11168-11171. | 7.1 | 14 |
| 73 | The reversed description-experience gap: Disentangling sources of presentation format effects in risky choice Journal of Experimental Psychology: General, 2016, 145, 486-508. | 2.1 | 54 |
| 74 | How measurement framing and accounting information system evaluation mode influence environmental performance judgments. International Journal of Accounting Information Systems, 2016, 23, 28-44. | 5.0 | 13 |
| 75 | Predicted Satisfaction from Simultaneous Evaluation of Prosocial and Pro-self Employee Bonus Schemes: Towards a New Form of Management Strategy for Corporate Social Spending. Psychological Studies, 2016, 61, 48-54. | 1.0 | 3 |

| # | Article | IF | CITATIONS |
|----|--|-----|-----------|
| 76 | Consumer happiness derived from inherent preferences versus learned preferences. Current Opinion in Psychology, 2016, 10, 83-88. | 4.9 | 15 |
| 77 | How to Design Interfaces for Product Recommendation Agents to Influence the Purchase of Environmentally-Friendly Products. , 2016, , . | | 1 |
| 78 | On having very long arms: how the availability of technological means affects moral cognition. Thinking and Reasoning, 2016, 22, 184-208. | 3.2 | 6 |
| 79 | Realistic affective forecasting: The role of personality. Cognition and Emotion, 2016, 30, 1304-1316. | 2.0 | 16 |
| 80 | Lowâ€price guarantees as advertisement strategy and compensation policy: The more, the better?. Journal of Consumer Behaviour, 2017, 16, 389-402. | 4.2 | 5 |
| 81 | Choosing one at a time? Presenting options simultaneously helps people make more optimal decisions than presenting options sequentially. Organizational Behavior and Human Decision Processes, 2017, 139, 76-91. | 2.5 | 19 |
| 82 | Same but different: Comparative modes of information processing are implicated in the construction of perceptions of autonomy support. British Journal of Psychology, 2017, 108, 687-700. | 2.3 | 1 |
| 83 | Improving scope sensitivity in contingent valuation: Joint and separate evaluation of health states. Health Economics (United Kingdom), 2017, 26, e304-e318. | 1.7 | 5 |
| 84 | Pre- and Postinteraction Physical Attractiveness Ratings and Experience-Based Impressions. Communication Studies, 2017, 68, 260-277. | 1.2 | 1 |
| 85 | Impact bias or underestimation? Outcome specifications predict the direction of affective forecasting errors Journal of Experimental Psychology: General, 2017, 146, 746-761. | 2.1 | 29 |
| 86 | Accounting Systems' Design Matters: Evaluability and Mode Influence Environmental Performance Judgments. Advances in Accounting Behavioral Research, 2017, , 23-62. | 0.3 | 0 |
| 87 | Risk it? Direct and collateral impacts of peers' verbal expressions about hazard likelihoods. Thinking and Reasoning, 2017, 23, 259-291. | 3.2 | 1 |
| 88 | The Common Ratio Effect in Choice, Pricing, and Happiness Tasks. Journal of Behavioral Decision Making, 2017, 30, 976-986. | 1.7 | 3 |
| 89 | Evaluating Effort: Influences of Evaluation Mode on Judgments of Taskâ€specific Efforts. Journal of Behavioral Decision Making, 2017, 30, 869-888. | 1.7 | 8 |
| 90 | Preference Reversals Between Joint and Separate Evaluations With Multiple Alternatives and Context Effects. Psychological Reports, 2017, 120, 1117-1136. | 1.7 | 3 |
| 91 | Numerical Nudging: Using an Accelerating Score to Enhance Performance. Psychological Science, 2017, 28, 1077-1086. | 3.3 | 13 |
| 92 | The role of evaluation mode on the unit effect. Journal of Consumer Psychology, 2017, 27, 278-286. | 4.5 | 18 |
| 93 | Is a .51 validity coefficient good? Value sensitivity for interview validity. International Journal of Selection and Assessment, 2017, 25, 383-389. | 2.5 | 14 |

| | Citation Rei | PORT | |
|---|---------------------|------|-----------|
| | | | |
| Article | | IF | CITATIONS |
| Product Catalog Density of Online Stores: How Space Influences Store Price Perceptio Consumer Preference. SSRN Electronic Journal, 2017, , . | n and | 0.4 | 0 |
| Graphics help patients distinguish between urgent and non-urgent deviations in labora results. Journal of the American Medical Informatics Association: JAMIA, 2017, 24, 520 | itory test -528. | 4.4 | 72 |
| Past and future regret and missed opportunities: an experimental approach on separat different time frames. Psicologia: Reflexao E Critica, 2017, 30, 20. | e evaluation and | 0.9 | 3 |
| Large Steps toward Small Donations: Reputational Benefits of Nominal Corporate Gen Electronic Journal, 2017, , . | erosity. SSRN | 0.4 | 0 |
| Will Procurement Officials be Biased to Disregard Procurement Rules in Favor of a Low Defective, Bid?. Review of Law and Economics, 2018, 14, . | -priced, Albeit | 0.3 | 0 |
| Attitudes and Donation Behavior When Reading Positive and Negative Charity Appeals Nonprofit and Public Sector Marketing, 2018, 30, 444-474. | . Journal of | 1.6 | 78 |

12.0

662

Advances in subjective well-being research. Nature Human Behaviour, 2018, 2, 253-260. 100

| 101 | Comparing What to What, on What Scale? The Impact of Item Comparisons and Reference Points in Communicating Risk and Uncertainty. Journal of Behavioral Decision Making, 2018, 31, 547-561. | 1.7 | 1 |
|-----|---|-----|----|
| 102 | Do Pictographs Affect Probability Comprehension and Risk Perception of Multipleâ€Risk Communications?. Journal of Consumer Affairs, 2018, 52, 756-769. | 2.3 | 11 |
| 103 | The Mere Urgency Effect. Journal of Consumer Research, 0, , . | 5.1 | 18 |
| 104 | Instructor presence effect: Liking does not always lead to learning. Computers and Education, 2018, 122, 205-220. | 8.3 | 65 |
| 105 | Points of (Dis)parity: Expectation Disconfirmation from Common Attributes in Consumer Choice. Journal of Marketing Research, 2018, 55, 1-13. | 4.8 | 29 |
| 106 | More than 50% or Less than 70% Chance: Pragmatic Implications of Singleâ€Bound Probability Estimates. Journal of Behavioral Decision Making, 2018, 31, 138-150. | 1.7 | 18 |
| 107 | Not separate but equal? The impact of multiple-defendant trials on juror decision-making. Psychology, Crime and Law, 2018, 24, 14-37. | 1.0 | 1 |
| 108 | Constructed Preferences, Rationality, and Choice Architecture. Review of Behavioral Economics, 2018, 5, 337-370. | 0.4 | 19 |

| 109 | Swayed by the Numbers: The Consequences of Displaying Product Review Attributes. Journal of Marketing, 2018, 82, 109-131. | 11.3 | 40 |
|-----|---|------|----|
| 110 | Exploring factors that might influence primary-care provider discussion of and recommendation for prostate and colon cancer screening. International Journal of General Medicine, 2018, Volume 11, 179-190. | 1.8 | 7 |
| 111 | The rise and fall of scary numbers: The effect of perceived trends on future estimates, severity ratings, and helpâ€allocations in a cancer context. Journal of Applied Social Psychology, 2018, 48, 618-633. | 2.0 | 11 |

#

94

96

98

| # | Article | IF | CITATIONS |
|-----|--|------|-----------|
| 112 | A reporting framework for describing and a typology for categorizing and analyzing the designs of health care pay for performance schemes. BMC Health Services Research, 2018, 18, 686. | 2.2 | 10 |
| 113 | Is Online Multiple-Stores Cooperative Promotion Better than Single-Store Promotion? Misprediction from Evaluation Mode. SSRN Electronic Journal, 0, , . | 0.4 | 0 |
| 114 | Examining the effects of lottery-style promotions in casinos. International Journal of Hospitality Management, 2018, 74, 180-188. | 8.8 | 3 |
| 115 | The Minimal Deviation Effect: Numbers Just above a Categorical Boundary Enhance Consumer Desire. Journal of Consumer Research, 2018, 45, 775-791. | 5.1 | 11 |
| 116 | On the Limited Role of Efficiency in Charitable Giving. Nonprofit and Voluntary Sector Quarterly, 2018, 47, 939-959. | 1.9 | 13 |
| 117 | Much ado about nothing: The zero effect in lifeâ€saving decisions. Journal of Behavioral Decision Making, 2019, 32, 30-37. | 1.7 | 14 |
| 118 | Cue awareness in avoiding effortful control. Neuropsychologia, 2019, 123, 77-91. | 1.6 | 10 |
| 119 | Subtraction or Division: Evaluability Moderates Reliance on Absolute Differences versus Relative Differences in Numerical Comparisons. Journal of Consumer Research, 2019, 45, 1103-1116. | 5.1 | 9 |
| 120 | A Decision-Science Approach to Health-Behavior Change. Current Directions in Psychological Science, 2019, 28, 469-474. | 5.3 | 8 |
| 121 | Beyond preference reversal: Distinguishing justifiability from evaluability in joint versus single evaluations. Organizational Behavior and Human Decision Processes, 2019, 153, 63-74. | 2.5 | 12 |
| 122 | The effect of paternalistic alternatives on attitudes toward default nudges. Behavioural Public Policy, 2019, , 1-24. | 2.4 | 16 |
| 123 | Is it disqualifying? Practitioner responses to criminal offenses in hiring decisions. Equality, Diversity and Inclusion, 2019, 38, 547-563. | 1.4 | 6 |
| 124 | Large Online Product Catalog Space Indicates High Store Price: Understanding Customers' Overgeneralization and Illogical Inference. Information Systems Research, 2019, 30, 963-979. | 3.7 | 5 |
| 125 | Parasitoid wasps as effective biological control agents. Journal of Integrative Agriculture, 2019, 18, 705-715. | 3.5 | 80 |
| 126 | The influence of horizontal and vertical product attribute information on decision making under risk: The role of perceived competence. Journal of Business Research, 2019, 97, 174-183. | 10.2 | 9 |
| 127 | Relevance insensitivity: A new look at some old biases. Organizational Behavior and Human Decision Processes, 2019, 153, 13-26. | 2.5 | 16 |
| 128 | It depends: Partisan evaluation of conditional probability importance. Cognition, 2019, 188, 51-63. | 2.2 | 12 |
| 129 | Helping People Know Whether Measurements Have Good or Bad Implications: Increasing the Evaluability of Health and Science Data Communications. Policy Insights From the Behavioral and Brain Sciences 2019, 6, 29-37 | 2.4 | 16 |

| # | Article | IF | CITATIONS |
|-----|---|-----|-----------|
| 130 | Is online multiple-stores cooperative promotion better than single-store promotion? Misprediction from evaluation mode. Information and Management, 2019, 56, 103148. | 6.5 | 5 |
| 131 | Being "Rational―Is Not Always Rational: Encouraging People to Be Rational Leads to Hedonically Suboptimal Decisions. Journal of the Association for Consumer Research, 2019, 4, 115-124. | 1.7 | 5 |
| 132 | The Role of Evaluability Bias and the Fairness Effect in the Escalation of Commitment to Troubled Software ProductDevelopment Projects. Journal of the Association for Information Systems, 0, , 1774-1793. | 3.7 | 2 |
| 133 | A Computational Model of Attention Control in Multi-Attribute, Context-Dependent Decision Making. Frontiers in Computational Neuroscience, 2019, 13, 40. | 2.1 | 4 |
| 134 | Less willing to pay but more willing to buy: How the elicitation method impacts the valuation of a promotion. Journal of Behavioral Decision Making, 2019, 32, 334-345. | 1.7 | 3 |
| 135 | Helping one or helping many? A theoretical integration and meta-analytic review of the compassion fade literature. Organizational Behavior and Human Decision Processes, 2019, 151, 16-33. | 2.5 | 60 |
| 136 | Making Each Unit Count: The Role of Discretizing Units in Quantity Expressions. Journal of Consumer Research, 2019, 45, 1051-1067. | 5.1 | 23 |
| 137 | The Role of Numbers in the Customer Journey. Journal of Retailing, 2020, 96, 138-154. | 6.2 | 34 |
| 138 | Approach or Avoidance? The Dual Role of Face in Fashion Consumption. Journal of Global Marketing, 2020, 33, 103-124. | 3.4 | 6 |
| 139 | Filling in the Blanks: What Restaurant Patrons Assume About Missing Sanitation Inspection Grades. Journal of Public Policy and Marketing, 2020, 39, 266-283. | 3.4 | 10 |
| 140 | Strategic Decision Facilitation: Supporting Critical Assumptions of the Human in Empirical Modeling of Pairwise Value Comparisons. Systems, 2020, 8, 30. | 2.3 | 2 |
| 141 | The Hedonics of Debt. Frontiers in Psychology, 2020, 11, 537606. | 2.1 | 1 |
| 142 | Financial and symbolic incentives promote †green' charging choices. Transportation Research Part F: Traffic Psychology and Behaviour, 2020, 69, 151-158. | 3.7 | 15 |
| 143 | Adding versus averaging: Evaluability theory applied to job choice decisions. Journal of Behavioral Decision Making, 2020, 33, 691-701. | 1.7 | 0 |
| 144 | Slow response times undermine trust in algorithmic (but not human) predictions. Organizational Behavior and Human Decision Processes, 2020, 157, 103-114. | 2.5 | 36 |
| 145 | System 1 Is Not Scope Insensitive: A New, Dual-Process Account of Subjective Value. Journal of Consumer Research, 2020, 47, 566-587. | 5.1 | 12 |
| 146 | Toward a Process-Transfer Model of the Endorser Effect. Journal of Marketing Research, 2020, 57, 565-581. | 4.8 | 11 |
| 147 | Review and assessment of self-reports of travel-related emotional wellbeing. Journal of Transport and Health, 2020, 17, 100843. | 2.2 | 9 |

| # | Article | IF | CITATIONS |
|-----|---|------|-----------|
| 148 | Numerical or verbal Information: The effect of comparative information in social comparison on prosocial behavior. Journal of Business Research, 2021, 124, 198-211. | 10.2 | 5 |
| 149 | Misprediction of affective outcomes due to different evaluation modes: Replication and extension of two distinction bias experiments by Hsee and Zhang (2004). Journal of Experimental Social Psychology, 2021, 92, 104052. | 2.2 | 5 |
| 150 | Investors' evaluation criteria in equity crowdfunding. Small Business Economics, 2021, 56, 3-37. | 6.7 | 45 |
| 151 | Free-riding and cost-bearing in discrimination. Organizational Behavior and Human Decision Processes, 2021, 163, 80-90. | 2.5 | 2 |
| 152 | Social selling cues: The dynamics of posting numbers viewed and bought on customers' purchase intentions. International Journal of Research in Marketing, 2021, 38, 994-1016. | 4.2 | 16 |
| 153 | The Role of Corporate Social Responsibility (CSR) Information in Supply-Chain Contracting: Evidence from the Expansion of CSR Rating Coverage. SSRN Electronic Journal, 0, , . | 0.4 | 1 |
| 154 | Do Investors Care About Impact?. SSRN Electronic Journal, 0, , . | 0.4 | 9 |
| 155 | The communication of uncertainty in health: A scoping review. Patient Education and Counseling, 2021, 104, 1945-1961. | 2.2 | 22 |
| 156 | Predictably Irrational Hiring. NHRD Network Journal, 2021, 14, 243-258. | 0.2 | 0 |
| 157 | The Psychology of Marginal Utility. Journal of Consumer Research, 2021, 48, 169-188. | 5.1 | 16 |
| 158 | Associations of COVID-19 risk perception with vaccine hesitancy over time for Italian residents. Social Science and Medicine, 2021, 272, 113688. | 3.8 | 325 |
| 159 | Judgements of effort as a function of post-trial versus post-task elicitation. Quarterly Journal of Experimental Psychology, 2021, 74, 991-1006. | 1.1 | 3 |
| 160 | Unintended CSR Violation Caused by Online Recommendation. Sustainability, 2021, 13, 4053. | 3.2 | 3 |
| 161 | Change in Evaluation Mode Can Cause a Cheerleader Effect. Frontiers in Psychology, 2021, 12, 607448. | 2.1 | 1 |
| 162 | Can Consumers Learn Price Dispersion? Evidence for Dispersion Spillover across Categories. Journal of Consumer Research, 0, , . | 5.1 | 4 |
| 163 | Less Information, More Comparison, and Better Performance: Evidence from a Field Experiment. Journal of Accounting Research, 2021, 59, 657-711. | 4.5 | 7 |
| 164 | Redevelopment of the Predict: Breast Cancer website and recommendations for developing interfaces to support decisionâ€making. Cancer Medicine, 2021, 10, 5141-5153. | 2.8 | 13 |
| 165 | A Recommender System for Mobility-as-a-Service Plans Selection. Sustainability, 2021, 13, 8245. | 3.2 | 8 |

| # | Article | IF | CITATIONS |
|-----|--|-----|-----------|
| 166 | Why do people pursue goals sequentially when they try to balance cost and utility?. Journal of Cognitive Psychology, 2021, 33, 931-950. | 0.9 | 2 |
| 167 | What matters in making demand-based decisions: Time alone or difficulty too?. Psychological Research, 2021, , 1. | 1.7 | 1 |
| 169 | Probabilities Associated with Precise and Vague Forecasts. Journal of Behavioral Decision Making, 2017, 30, 1014-1026. | 1.7 | 17 |
| 170 | The (Relative and Absolute) Subjective Value of Money. , 2014, , 93-120. | | 6 |
| 171 | Observing Synchrony in Dyads. Social Psychology, 2019, 50, 174-184. | 0.7 | 7 |
| 172 | Helping consumers to evaluate annual percentage rates (APR) on credit cards Journal of Experimental Psychology: Applied, 2019, 25, 77-87. | 1.2 | 7 |
| 173 | Mind the (information) gap: Strategic nondisclosure by marketers and interventions to increase consumer deliberation Journal of Experimental Psychology: Applied, 2020, 26, 432-452. | 1.2 | 5 |
| 174 | Questioning the end effect: Endings are not inherently over-weighted in retrospective evaluations of experiences Journal of Experimental Psychology: General, 2016, 145, 630-642. | 2.1 | 22 |
| 175 | Implementing evidence-based assessment and selection in organizations: A review and an agenda for future research. Organizational Psychology Review, 2021, 11, 205-239. | 4.3 | 17 |
| 176 | Optimizing Choice Architectures. Decision Analysis, 2019, 16, 2-30. | 2.1 | 4 |
| 177 | Too Good to Be True: Rhesus Monkeys React Negatively to Better-than-Expected Offers. PLoS ONE, 2013, 8, e75768. | 2.5 | 11 |
| 178 | Type and amount of help as predictors for impression of helpers. PLoS ONE, 2020, 15, e0243808. | 2.5 | 6 |
| 179 | How Do We Nudge People to Choose Aesthetically Pleasing Products?. Archives of Design Research, 2019, 32, 61-73. | 0.3 | 9 |
| 180 | Predicting Context-Dependent Cross-Modal Associations with Dimension-Specific Polarity Attributions Part 1 $\hat{a} \in$ Brightness and Aggression. Collabra: Psychology, 2018, 4, . | 1.8 | 10 |
| 181 | Implicit Preferences Inferred from Choice. SSRN Electronic Journal, 0, , . | 0.4 | 2 |
| 182 | The Revision Bias. SSRN Electronic Journal, 0, , . | 0.4 | 1 |
| 183 | Valuing Intrinsic and Instrumental Preferences for Privacy. SSRN Electronic Journal, 0, , . | 0.4 | 11 |
| 184 | Not-so Easy Listening: Roots and Repercussions of Auditory Choice Difficulty in Voice Commerce. SSRN Electronic Journal, 0, , . | 0.4 | 9 |

| # | Article | IF | CITATIONS |
|-----|---|-----|-----------|
| 185 | Effect of Harm Anchors in Visual Displays of Test Results on Patient Perceptions of Urgency About Near-Normal Values: Experimental Study. Journal of Medical Internet Research, 2018, 20, e98. | 4.3 | 22 |
| 187 | Can the presence of human teacher promote video learning?. Advances in Psychological Science, 2021, 29, 2184. | 0.3 | 0 |
| 188 | Objective vs subjective design newness. Asia Pacific Journal of Marketing and Logistics, 2021, ahead-of-print, . | 3.2 | 1 |
| 189 | What Drives Cultural Differences in Deference to Authorities? Internalized Goals Versus Injunctive Norms. SSRN Electronic Journal, 0, , . | 0.4 | 0 |
| 190 | The Lower Bid Bias. SSRN Electronic Journal, 0, , . | 0.4 | 0 |
| 191 | The Subjective Understanding of Guideline Recommendations and of the Risks of the Side Effects of Medication. Deutsches Ärzteblatt International, 2013, 110, 661-2. | 0.9 | 1 |
| 192 | The (Relative and Absolute) Subjective Value of Money. SSRN Electronic Journal, 0, , . | 0.4 | 0 |
| 193 | Cognitive Biases in Government Procurement An Experimental Study. SSRN Electronic Journal, 0, , . | 0.4 | 0 |
| 194 | Supporting Prosocial Microlending Decisions with Joint Evaluations: A Double-Edged Sword. Proceedings - Academy of Management, 2016, 2016, 15114. | 0.1 | 0 |
| 195 | Kontingenzen. , 2017, , 225-260. | | 0 |
| 196 | Marketing Strategies of Mobile Game Application Entrepreneurs. International Journal of Applied Management and Technology, 2017, 16, . | 0.1 | 1 |
| 197 | Scale Effects in Moral Relevance Assessment. Experimental Psychology, 2017, 64, 93-109. | 0.7 | 1 |
| 198 | Positive Mood and Self-Control: Focusing on the Roles of AE/AR Mechanism and Product Information. The Korean Journal of Consumer and Advertising Psychology, 2017, 18, 511-534. | 0.2 | 0 |
| 200 | Joint evaluation versus single evaluation: A field full of potentials. Acta Psychologica Sinica, 2018, 50, 827. | 0.7 | 1 |
| 201 | Population ethical intuitions. Cognition, 2022, 218, 104941. | 2.2 | 3 |
| 202 | The evaluability bias in charitable giving: Saving administration costs or saving lives?. Judgment and Decision Making, 2014, 9, 303-316. | 1.4 | 21 |
| 203 | Examining Insensitivity to Probability in Evidenceâ€Based Communication of Relative Risks: The Role of Affect and Communication Format. Risk Analysis, 2021, , . | 2.7 | 1 |
| 204 | Product Attributes, Evaluability, and Consumer Satisfaction. Sustainability, 2021, 13, 12393. | 3.2 | 6 |

| # | Article | IF | CITATIONS |
|-----|--|-----|-----------|
| 205 | Behavioral Economics and Court Decision-Making. Review of Law and Economics, 2021, . | 0.3 | 2 |
| 206 | The autonomyâ€validity dilemma in mechanical prediction procedures: The quest for a compromise. Journal of Behavioral Decision Making, 2022, 35, . | 1.7 | 6 |
| 207 | When Is HILO Low? Price Image Formation Based on Frequency versus Depth Pricing Strategies. Journal of Consumer Research, 2022, 49, 543-560. | 5.1 | 1 |
| 208 | When do Landscapes with Utility Wires Become Wirescapes?. Transactions of Japan Society of Kansei Engineering, 2022, , . | 0.1 | 0 |
| 209 | The effectiveness of nudging: A meta-analysis of choice architecture interventions across behavioral domains. Proceedings of the National Academy of Sciences of the United States of America, 2022, 119, . | 7.1 | 209 |
| 210 | People weigh salaries more than ratios in judgments of income inequality, fairness, and demands for redistribution. Journal of Economic Psychology, 2022, 89, 102495. | 2.2 | 3 |
| 212 | Scholarship Policies of International Students in Chinese Universities: A Brand Perception Perspective. Frontiers in Psychology, 2022, 13, 869171. | 2.1 | 2 |
| 213 | Consumer wealth. Consumer Psychology Review, 2022, 5, 125-143. | 5.5 | 11 |
| 214 | Misunderstood Menu Metrics: Side-length Food Sizing Leads to Quantity Underestimation and Overeating. Journal of the Association for Consumer Research, 0, , . | 1.7 | 0 |
| 217 | Push Outcomes Bias Perceptions of Scratch Card Games. Journal of Gambling Studies, 2023, 39, 49-73. | 1.6 | 1 |
| 218 | Communication, perception, and use of personalized side-effect risks in prostate cancer treatment-decision making: An observational and interview study. Patient Education and Counseling, 2022, 105, 2731-2739. | 2.2 | 7 |
| 219 | Is a cigarette brand with fewer chemicals safer? Public perceptions in two national US experiments. Journal of Behavioral Medicine, 0, , . | 2.1 | 0 |
| 220 | EXPRESS: "lt Could Be Better―Can Make It Worse: When and Why People Mistakenly Communicate Upward Counterfactual Information. Journal of Marketing Research, 0, , 002224372211123. | 4.8 | 2 |
| 221 | When the poor give more than the rich: The role of resource evaluability on relative giving. Journal of Behavioral Decision Making, 2023, 36, . | 1.7 | 1 |
| 222 | Choice deferral: The interaction effects of visual boundaries and consumer knowledge. Journal of Retailing and Consumer Services, 2022, 68, 103058. | 9.4 | 3 |
| 223 | Surprisingness and Occupational Engagement Influence Affective Forecasting in Career-Relevant Contexts. Frontiers in Psychology, 0, 13, . | 2.1 | 0 |
| 224 | Energy efficiency of consideration sets and choices: the impact of label format. European Journal of Marketing, 2022, 56, 2484-2505. | 2.9 | 1 |
| 225 | Large numbers cause magnitude neglect: The case of government expenditures. Proceedings of the National Academy of Sciences of the United States of America, 2022, 119, . | 7.1 | 3 |

| | CITATION | CITATION REPORT | |
|-----|---|-----------------|-----------|
| # | Article | IF | CITATIONS |
| 226 | Socioeconomic status, communication activity patterns, and subjective wellâ€being: Evidence from a nationally representative sample in China. Analyses of Social Issues and Public Policy, 2022, 22, 735-757. | 1.7 | 1 |
| 227 | The role of corporate social responsibility (CSR) information in supply-chain contracting: Evidence from the expansion of CSR rating coverage. Journal of Accounting and Economics, 2022, 74, 101525. | 3.4 | 23 |
| 228 | First Things First? Order Effects in Online Product Recommender Systems. ACM Transactions on Computer-Human Interaction, 2023, 30, 1-35. | 5.7 | 2 |
| 229 | Trend effects on perceived avalanche hazard. Risk Analysis, O, , . | 2.7 | 1 |
| 230 | Do Investors Care about Impact?. Review of Financial Studies, 2023, 36, 1737-1787. | 6.8 | 48 |
| 231 | From Free to Paid: Monetizing a Non-Advertising-Based App. Journal of Marketing Research, 2023, 60, 707-727. | 4.8 | 2 |
| 232 | Public attitudes value interpretability but prioritize accuracy in Artificial Intelligence. Nature Communications, 2022, 13, . | 12.8 | 21 |
| 233 | Effects of comparative information when communicating personalized risks of treatment outcomes: an experimental study. Journal of Risk Research, 0, , 1-20. | 2.6 | 2 |
| 234 | A matter of behavioral cost: Contextual factors and behavioral interventions interactively influence pro-environmental charging decisions. Journal of Environmental Psychology, 2022, 84, 101878. | 5.1 | 5 |
| 235 | As Wages Increase, Do People Work More or Less? A Wage Frame Effect. Management Science, 2023, 69, 4721-4732. | 4.1 | 1 |
| 236 | Decision Factors Considered By Potential Dog Adopters During Shelter Visitation. Journal of Applied Animal Welfare Science, 0, , 1-16. | 1.0 | 0 |
| 237 | Tasting brands: Associations between brand personality and tastes. Journal of Business Research, 2023, 156, 113509. | 10.2 | 5 |
| 238 | ls intuition better than rationality? The effect of pre-decisional strategy on occupational interest forecasting in Chinese college students. Career Development International, 2022, 28, 121. | 2.7 | 0 |
| 239 | The insured victim effect: When and why compensating harm decreases punishment recommendations. Judgment and Decision Making, 2013, 8, 161-173. | 1.4 | 7 |
| 240 | The evaluability bias in charitable giving: Saving administration costs or saving lives?. Judgment and Decision Making, 2014, 9, 303-315. | 1.4 | 55 |
| 241 | It pays to be nice, but not really nice: Asymmetric reputations from prosociality across 7 countries. Judgment and Decision Making, 2015, 10, 355-364. | 1.4 | 26 |
| 242 | Forecasting forecasts: The trend effect. Judgment and Decision Making, 2015, 10, 416-428. | 1.4 | 24 |
| 243 | How decision context changes the balance between cost and benefit increasing charitable donations. Judgment and Decision Making, 2019, 14, 187-198. | 1.4 | 9 |

| # | Article | IF | CITATIONS |
|-----|--|-----|-----------|
| 244 | The boundary effect: Perceived post hoc accuracy of prediction intervals. Judgment and Decision Making, 2018, 13, 309-321. | 1.4 | 6 |
| 245 | Moral preferences in helping dilemmas expressed by matching and forced choice. Judgment and Decision Making, 2020, 15, 452-475. | 1.4 | 11 |
| 246 | Kilo what? Default units increase value sensitivity in joint evaluations of energy efficiency. Judgment and Decision Making, 2020, 15, 972-988. | 1.4 | 6 |
| 247 | Seven (weak and strong) helping effects systematically tested in separate evaluation, joint evaluation and forced choice. Judgment and Decision Making, 2021, 16, 1113-1154. | 1.4 | 11 |
| 248 | Does the evaluability bias hold when giving to animal charities?. Judgment and Decision Making, 2022, 17, 315-330. | 1.4 | 2 |
| 249 | Do people believe that you can have too much money? The relationship between hypothetical lottery wins and expected happiness. Judgment and Decision Making, 2022, 17, 1229-1254. | 1.4 | 0 |
| 250 | Choice-justifications after allocating resources in helping dilemmas. Judgment and Decision Making, 2017, 12, 60-80. | 1.4 | 13 |
| 251 | How much compensation is too much? An investigation of the effectiveness of financial overcompensation as a means to enhance customer loyalty. Judgment and Decision Making, 2017, 12, 183-197. | 1.4 | 8 |
| 252 | This way, please: Uncovering the directional effects of attribute translations on decision making. Judgment and Decision Making, 2020, 15, 25-46. | 1.4 | 10 |
| 253 | When two wrongs make a right: The efficiency-consumption gap under separate vs. joint evaluations. Judgment and Decision Making, 2021, 16, 94-113. | 1.4 | 0 |
| 254 | Paper Meets Plastic: The Perceived Environmental Friendliness of Product Packaging. Journal of Consumer Research, 2023, 50, 468-491. | 5.1 | 7 |
| 255 | Metacognitive Myopia: A Major Obstacle on the Way to Rationality. Current Directions in Psychological Science, 2023, 32, 49-56. | 5.3 | 2 |
| 256 | Does reframing fund carbon emissions to increase their personal relevance boost investment in sustainable funds? Evidence from a discrete choice conjoint experimental design Journal of the Association for Consumer Research, 0, , . | 1.7 | 0 |
| 257 | The public's preferred level of involvement in local policy-making. Scientific Reports, 2023, 13, . | 3.3 | 1 |
| 259 | The Information Cost–Benefit Trade-Off as a Sampling Problem in Information Search. , 2023, , 334-356. | | 0 |
| 261 | The Theoretical Beauty and Fertility of Sampling Approaches. , 2023, , 3-34. | | 0 |
| 262 | A Picture Is Worth a Thousand Dollars: Visual Aids Promote Investor Decisions. Journal of the Association for Consumer Research, 2023, 8, 416-428. | 1.7 | 1 |
| 263 | EXPRESS: The Agent's Impatience: A Self-Other Decision Model of Intertemporal Choices. Journal of Marketing Research, 0, , . | 4.8 | 0 |

| # | Article | IF | CITATIONS |
|-----|--|------|-----------|
| 264 | Visual display size and shape impact the accuracy of US adults' healthâ€risk estimates. Journal of Behavioral Decision Making, 0, , . | 1.7 | 0 |
| 265 | Probability or time: Effect of presentation format on continuous risky decisions. Judgment and Decision Making, 2023, 18, . | 1.4 | 0 |
| 266 | Incomparability and Incommensurability in Choice: No Common Currency of Value?. Perspectives on Psychological Science, 0, , . | 9.0 | 1 |
| 267 | The impact of evaluation modes on charitable giving: the framing effect in joint evaluation. Current Psychology, 0, , . | 2.8 | 0 |
| 268 | How Do Consumers React to Production Waste?. Journal of Consumer Research, 0, , . | 5.1 | 0 |
| 269 | Short-Asking with Long-Encouraging (SALE): A simple method to increase purchase quantity. Journal of the Academy of Marketing Science, 0, , . | 11.2 | 0 |
| 270 | Beneficiary effects in prosocial decision making: Understanding unequal valuations of lives. European Review of Social Psychology, 0, , 1-48. | 9.4 | 0 |
| 271 | Effect of the Instructor's Eye Gaze on Student Learning from Video Lectures: Evidence from Two Three-Level Meta-Analyses. Educational Psychology Review, 2023, 35, . | 8.4 | 0 |
| 272 | Consumer price evaluation strategies: Internal references, external references, and price images in consumer price perception. Consumer Psychology Review, 2024, 7, 58-74. | 5.5 | 0 |
| 273 | Communicating concrete and abstract product attributes: the role of evaluation mode and inter-attribute trade-offs. Cogent Business and Management, 2024, 11, . | 2.9 | 0 |
| 274 | How the evaluability bias shapes transformative decisions. SynthÈse, 2024, 203, . | 1.1 | 0 |
| 275 | Assessing the visual appeal of real/Al-generated food images. Food Quality and Preference, 2024, 116, 105149. | 4.6 | 0 |