Trending Norms: A Lever for Encouraging Behaviors Pe

Social Psychological and Personality Science 10, 201-210

DOI: 10.1177/1948550617734615

Citation Report

#	Article	IF	Citations
1	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.	1.3	11
2	Cultural evolution of normative motivations for sustainable behaviour. Nature Sustainability, 2018, 1, 218-224.	11.5	39
3	The Focus Theory of Normative Conduct. , 2019, , 95-110.		9
4	Social influence and forest habitat conservation: Experimental evidence from Vermont's maple producers. Conservation Science and Practice, 2019, 1, e98.	0.9	11
5	Toward developing an environmental efficacy construct. Journal of Social Marketing, 2019, 10, 1-17.	1.3	2
6	Toward an Aggregate, Implicit, and Dynamic Model of Norm Formation: Capturing Large-Scale Media Representations of Dynamic Descriptive Norms Through Automated and Crowdsourced Content Analysis. Journal of Communication, 2019, 69, 563-588.	2.1	15
7	Social norms of corruption in the field: social nudges on posters can help to reduce bribery. Behavioural Public Policy, 2022, 6, 597-624.	1.6	20
8	Applying social influence insights to encourage climate resilient domestic water behavior: Bridging the theoryâ€practice gap. Wiley Interdisciplinary Reviews: Climate Change, 2019, 10, e562.	3.6	16
9	Social-psychological correlates of personal-sphere and diffusion behavior for wildscape gardening. Journal of Environmental Management, 2020, 276, 111271.	3.8	12
10	Join us: Dynamic norms encourage women to pursue STEM. Current Psychology, 2022, 41, 5967-5977.	1.7	10
11	Leveraging Social Science to Generate Lasting Engagement with Climate Change Solutions. One Earth, 2020, 3, 314-324.	3.6	47
12	The Volatility of Collective Action: Theoretical Analysis and Empirical Data. Political Psychology, 2020, 41, 35-74.	2.2	44
13	Hate Speech Epidemic. The Dynamic Effects of Derogatory Language on Intergroup Relations and Political Radicalization. Political Psychology, 2020, 41, 3-33.	2.2	112
14	The Road toward Smart Cities: A Study of Citizens' Acceptance of Mobile Applications for City Services. Energies, 2020, 13, 2496.	1.6	18
15	Peer influence on household energy behaviours. Nature Energy, 2020, 5, 202-212.	19.8	175
16	Favoring plant instead of animal protein sources: Legitimation by authority, morality, rationality and story logic. Food Quality and Preference, 2021, 88, 104098.	2.3	19
17	How (many) descriptive claims about political polarization exacerbate polarization. Journal of Social and Political Psychology, 2021, 9, 24-36.	0.6	3
18	Applying social norms interventions to increase adherence to COVID-19 prevention and control guidelines. Preventive Medicine, 2021, 145, 106424.	1.6	32

#	ARTICLE	IF	CITATIONS
19	Social norms, social identities and the COVIDâ€19 pandemic: Theory and recommendations. Social and Personality Psychology Compass, 2021, 15, e12596.	2.0	78
20	Science Communication and the Problematic Impact of Descriptive Norms. British Journal for the Philosophy of Science, 2023, 74, 713-738.	1.4	5
21	Social Contagion and Goal Framing: The Sustainability of Rule Compliance. , 2021, , 422-437.		2
22	Using Social Norms to Promote Actions Beyond the Course. , 2021, , .		O
23	Dynamic Norms and Food Choice: Reflections on a Failure of Minority Norm Information to Influence Motivation to Reduce Meat Consumption. Sustainability, 2021, 13, 8315.	1.6	15
24	"Nudging―intergroup contact: Normative social influences on intergroup contact engagement. Group Processes and Intergroup Relations, 0, , 136843022110160.	2.4	5
25	Collective patterns of social diffusion are shaped by individual inertia and trend-seeking. Nature Communications, 2021, 12, 5698.	5.8	22
26	Impact of altering the available food options on selection: Potential mediation by social norms. Appetite, 2021, 164, 105245.	1.8	10
27	Social norm interventions as a tool for pro-climate change. Current Opinion in Psychology, 2021, 42, 120-125.	2.5	17
28	Influences of social norms on climate change-related behaviors. Current Opinion in Behavioral Sciences, 2021, 42, 1-8.	2.0	94
29	Minority influence in climate change mitigation. Current Opinion in Psychology, 2021, 42, 25-30.	2.5	27
30	Elite influence on public attitudes about climate policy. Current Opinion in Behavioral Sciences, 2021, 42, 83-88.	2.0	21
31	Listen to others or yourself? The role of personal norms on the effectiveness of social norm interventions to change pro-environmental behavior. Journal of Environmental Psychology, 2021, 78, 101688.	2.3	49
32	People-watching and the environment: Looking for signs of hope while concern outpaces action. Current Opinion in Psychology, 2022, 43, 249-253.	2.5	1
33	Low carbon readiness in social context: Introducing the social context of environmental identity model. Asian Journal of Social Psychology, 2021, 24, 169-183.	1.1	5
34	Two Sides of the Same Coin: Environmental and Health Concern Pathways Toward Meat Consumption. Frontiers in Psychology, 2020, 11, 578582.	1.1	19
35	Developing a Scalable Dynamic Norm Menu-Based Intervention to Reduce Meat Consumption. Sustainability, 2020, 12, 2453.	1.6	51
36	Leveraging Dynamic Norm Messages to Promote Counter-Normative Health Behaviors: The Moderating Role of Current and Future Injunctive Norms, Attitude and Self-Efficacy. Health Communication, 2021, , 1-9.	1.8	3

3

#	Article	IF	CITATIONS
37	Am I responsible? The joint effect of individual responsibility attributions and descriptive normative climate messages on climate mitigation intentions. Journal of Environmental Psychology, 2021, 78, 101711.	2.3	5
38	Public Health Messaging during the COVID-19 Pandemic and Beyond: Lessons from Communication Science. Health Communication, 2022, 37, 1-19.	1.8	71
39	The Role of Dynamic Social Norms in Promoting the Internalization of Sportspersonship Behaviors and Values and Psychological Well-Being in Ice Hockey. Frontiers in Psychology, 2021, 12, 744797.	1,1	2
40	Motivating prosocial behavior by leveraging positive selfâ€regard through values affirmation. Journal of Applied Social Psychology, 2022, 52, 106-114.	1.3	3
41	Norm-Based Governance for Severe Collective Action Problems: Lessons from Climate Change and COVID-19. Perspectives on Politics, 2023, 21, 519-532.	0.2	7
42	Leveraging dynamic norms to reduce alcohol use among college students: A proofâ€ofâ€concept experimental study. Alcoholism: Clinical and Experimental Research, 2021, 45, 2370-2382.	1.4	5
43	A 680,000-person megastudy of nudges to encourage vaccination in pharmacies. Proceedings of the National Academy of Sciences of the United States of America, 2022, 119 , .	3.3	49
44	Nudging Low-Carbon Consumption Through Advertising and Social Norms. SSRN Electronic Journal, 0,	0.4	0
45	Leveraging social cognition to promote effective climate change mitigation. Nature Climate Change, 2022, 12, 332-338.	8.1	18
46	Widespread misperceptions of long-term attitude change. Proceedings of the National Academy of Sciences of the United States of America, 2022, 119, e2107260119.	3.3	5
47	To move or not to move while on campus: Examining the influence of others. Journal of American College Health, 2022, , 1-8.	0.8	0
48	On modeling social diffusion under the impact of dynamic norms. , 2021, , .		3
50	A research agenda for the study of social norm change. Philosophical Transactions Series A, Mathematical, Physical, and Engineering Sciences, 2022, 380, .	1.6	15
51	Behavioral responses to earthquake shaking: Video footage analysis of the 2016 KaikÅura earthquake in Wellington, Aotearoa New Zealand. Earthquake Spectra, 2022, 38, 1636-1660.	1.6	5
52	Toward the science of message design approach [emotional appeals version]: The combined effects of anticipated pride appeals and descriptive norm information embedded in messages on behavioral intentions. Motivation and Emotion, 2022, 46, 702-718.	0.8	1
53	Secret Agents of Influence: Leveraging Social Norms for Good. Current Directions in Psychological Science, 2022, 31, 443-450.	2.8	14
54	The effectiveness of normative messages to decrease meat consumption: The superiority of dynamic normative messages framed as a loss. Frontiers in Sustainability, 0, 3, .	1.3	1
55	Negativity in online news coverage of vaccination rates in Serbia: a content analysis. Psychology and Health, 0, , 1-19.	1.2	0

#	Article	IF	CITATIONS
56	Interventions to reduce partisan animosity. Nature Human Behaviour, 2022, 6, 1194-1205.	6.2	34
57	Psychology of Climate Change. Annual Review of Psychology, 2023, 74, 391-421.	9.9	29
58	<i>This Free Life</i> Campaign: Increasing Intention to Quit Among LGBTQ+ Young Adult Nondaily Smokers in Minneapolis. Tobacco Use Insights, 2022, 15, 1179173X2211339.	0.7	1
59	Facilitating innovation diffusion in social networks using dynamic norms. , 2022, 1 , .		3
60	Scaling Up Change: A Critical Review and Practical Guide to Harnessing Social Norms for Climate Action. Psychological Science in the Public Interest: A Journal of the American Psychological Society, 2022, 23, 50-97.	6.7	53
61	Toward more equal and mutual human-pet relations: Insights and possible solutions based on social psychological theories. Frontiers in Veterinary Science, 0, 9, .	0.9	1
62	To select effective interventions for pro-environmental behaviour change, we need to consider determinants of behaviour. Nature Human Behaviour, 2022, 6, 1482-1492.	6.2	33
63	Three-in-1,000 and dynamic norms: A mixed-method investigation of novel appeals for influencing organ donor registration. Social Science and Medicine, 2023, 317, 115544.	1.8	1
64	Understanding the social norms of cooling in Chinese offices: Predominance, professionalism, and peer respect. Energy Research and Social Science, 2022, 94, 102861.	3.0	1
65	Nudging low-carbon consumption through advertising and social norms. Journal of Behavioral and Experimental Economics, 2023, 102, 101956.	0.5	5
66	Motivating bureaucrats with behavioral insights when state capacity is weak: Evidence from large-scale field experiments in Peru. Journal of Development Economics, 2023, 160, 102995.	2.1	2
67	Why Do Chinese Older Adults in Hong Kong Delay or Refuse COVID-19 Vaccination? AÂQualitative Study Based on Grounded Theory. Journals of Gerontology - Series B Psychological Sciences and Social Sciences, 2023, 78, 736-748.	2.4	10
68	The confronter's quandary: Mapping out strategies for managers to address offensive remarks at work. Research in Organizational Behavior, 2022, , 100166.	0.9	0
69	Legumes or Meat? The Effectiveness of Recommendation Messages towards a Plant-Based Diet Depends on People's Identification with Flexitarians. Nutrients, 2023, 15, 15.	1.7	5
70	The effectiveness of social norm information in stimulating financial help-seeking behavior: A field experiment. Social Influence, 2023, 18, .	0.9	0
71	Expanding on Behavioral Outcomes in the Risk Information Seeking and Processing Model: Socio-Cognitive Factors Predicting Information Seeking, Sharing, and Discussion. Science Communication, 0, , 107554702311654.	1.8	0
72	The potential role of descriptive and dynamic norms in promoting climate change advocacy. Oxford Open Climate Change, 2023, 3, .	0.6	0
73	The Effect of Neutral Comments on YouTube "Cyber Wrecker―Videos on Other Viewers' Commenting Behavior: Testing the Role of Accuracy Nudge and Dynamic Norms. Korean Journal of Journalism & Communication Studies, 2023, 67, 85-124.	0.1	1

CITATION REPORT

#	Article	IF	CITATIONS
74	The Uptrend Effect: Encouraging Healthy Behaviors Through Greater Inferred Normativity. Journal of Marketing Research, 2024, 61, 110-127.	3.0	0
75	Meet Bob and Offset Your Flight: Optimising Explainer Videos to Promote Voluntary Carbon Offsetting. Media and Communication, 2023, 11, 349-360.	1.1	2
76	Social norms as a powerful lever for motivating pro-climate actions. One Earth, 2023, 6, 346-351.	3.6	3
81	Die Fokustheorie normativen Verhaltens. , 2023, , 105-122.		0
85	The Case of Morocco. , 2023, , 169-236.		0
97	Managing Motivation., 2023, , 115-134.		0