

Cait Lamberton

List of Publications by Year in descending order

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Version: 2024-02-01

45
papers

564
citations

933447

10
h-index

940533

16
g-index

45
all docs

45
docs citations

45
times ranked

533
citing authors

| # | ARTICLE | IF | CITATIONS |
|----|---|------|-----------|
| 1 | Vice-Virtue Bundles. <i>Management Science</i> , 2015, 61, 204-228. | 4.1 | 75 |
| 2 | Organizing Products with Complements versus Substitutes: Effects on Store Preferences as a Function of Effort and Assortment Perceptions. <i>Journal of Retailing</i> , 2015, 91, 1-18. | 6.2 | 59 |
| 3 | Collaborative consumption: a goal-based framework. <i>Current Opinion in Psychology</i> , 2016, 10, 55-59. | 4.9 | 42 |
| 4 | Social Hierarchy, Social Status, and Status Consumption. , 2015, , 332-367. | | 38 |
| 5 | A Spoonful of Choice: How Allocation Increases Satisfaction with Tax Payments. <i>Journal of Public Policy and Marketing</i> , 2013, 32, 223-238. | 3.4 | 32 |
| 6 | Men and the Middle: Gender Differences in Dyadic Compromise Effects. <i>Journal of Consumer Research</i> , 2016, 43, 355-371. | 5.1 | 31 |
| 7 | Delicate Snowflakes and Broken Bonds: A Conceptualization of Consumption-Based Offense. <i>Journal of Consumer Research</i> , 2019, 45, 1164-1193. | 5.1 | 24 |
| 8 | Should Firms Use Small Financial Benefits to Express Appreciation to Consumers? Understanding and Avoiding Trivialization Effects. <i>Journal of Marketing</i> , 2015, 79, 74-90. | 11.3 | 23 |
| 9 | The Power of Voice in Stimulating Morality: Eliciting Taxpayer Preferences Increases Tax Compliance. <i>Journal of Consumer Psychology</i> , 2018, 28, 310-328. | 4.5 | 22 |
| 10 | Stranger Danger: When and Why Consumer Dyads Behave Less Ethically Than Individuals. <i>Journal of Consumer Research</i> , 2018, 45, 90-108. | 5.1 | 20 |
| 11 | Identity-Signaling Behavior. , 2015, , 257-281. | | 19 |
| 12 | Consumer Neuroscience. , 2015, , 152-179. | | 16 |
| 13 | Toward a Dignity Architecture: The Critical Challenges of Stigmatized Identity Cues for Consumer Psychology. <i>Journal of Consumer Psychology</i> , 2019, 29, 152-159. | 4.5 | 16 |
| 14 | Will he buy a surprise? Gender differences in the purchase of surprise offerings. <i>Journal of Retailing</i> , 2022, 98, 667-684. | 6.2 | 13 |
| 15 | Haunts or helps from the past: Understanding the effect of recall on current self-control. <i>Journal of Consumer Psychology</i> , 2016, 26, 245-256. | 4.5 | 11 |
| 16 | The Consumer Psychology of Online Privacy. , 2015, , 619-646. | | 8 |
| 17 | Consumers' response to promotional gifts: The role of gender, transactional value, and reciprocity. <i>Psychology and Marketing</i> , 2021, 38, 196-211. | 8.2 | 8 |
| 18 | Taxes and Consumer Behavior. , 2015, , 564-588. | | 7 |

| # | ARTICLE | IF | CITATIONS |
|----|--|-----|-----------|
| 19 | Coping Research in the Broader Perspective. , 2015, , 282-308. | | 7 |
| 20 | Agency and Communion as a Framework to Understand Consumer Behavior. , 0, , 446-475. | | 7 |
| 21 | Attitude Change and Persuasion. , 2015, , 29-64. | | 6 |
| 22 | Consuming Brands. , 2015, , 209-232. | | 6 |
| 23 | User Design through Self-Customization. , 2015, , 233-254. | | 6 |
| 24 | Consumer Sharing. , 2015, , 693-720. | | 6 |
| 25 | Word of Mouth and Interpersonal Communication. , 2015, , 368-397. | | 6 |
| 26 | Gift Giving. , 2015, , 398-418. | | 6 |
| 27 | Government Efforts to Aid Consumer Well-Being: Understanding Federal Health Warnings and Disclosures. , 0, , 530-563. | | 6 |
| 28 | Consumer Happiness and Well-Being. , 2015, , 5-28. | | 5 |
| 29 | Consumer Prediction: Forecasted Utility, Psychological Distance, and Their Intersection. , 0, , 65-89. | | 5 |
| 30 | Evolution and Consumer Behavior. , 0, , 122-151. | | 5 |
| 31 | Ethical Consumption. , 0, , 507-529. | | 5 |
| 32 | Power and Consumer Behavior. , 2015, , 309-331. | | 3 |
| 33 | Online Social Interaction. , 2015, , 476-504. | | 3 |
| 34 | Consumers and Healthcare. , 2015, , 647-672. | | 3 |
| 35 | Reflective Selfâ€Control in Selfâ€Control Scholarship: A Peircean Analysis. Journal of Consumer Psychology, 2020, 30, 201-207. | 4.5 | 3 |
| 36 | Social Class and Scarcity: Understanding Consumers Who Have Less. , 0, , 673-692. | | 2 |

| # | ARTICLE | IF | CITATIONS |
|----|--|------|-----------|
| 37 | Moral and Political Identity. , 2015, , 589-618. | | 2 |
| 38 | Does pulling together lead to falling apart? The self-regulatory consequences of cooperative orientations for the self-reliant. Journal of Business Research, 2017, 81, 70-79. | 10.2 | 2 |
| 39 | The Aggregated Extremes Effect: Not All Routes to “Balanced” Bundles are Equally Appealing. Journal of Consumer Psychology, 2020, 30, 219-239. | 4.5 | 2 |
| 40 | Consumer Emotions. , 2015, , 90-121. | | 1 |
| 41 | Interpersonal Influences in Consumer Psychology: When Does Implicit Social Influence Arise?. , 0, , 419-445. | | 1 |
| 42 | Globalization, Culture, and Consumer Behavior. , 0, , 721-748. | | 1 |
| 43 | Introducing System Zero: The Drive for Marketplace Dignity. SSRN Electronic Journal, 0, , . | 0.4 | 1 |
| 44 | Developmental Consumer Psychology: Children in the Twenty-First Century. , 0, , 180-208. | | 0 |
| 45 | How Economic Tropes Affect Attitudes Toward Social Welfare Policies. Journal of Nonprofit and Public Sector Marketing, 2019, 31, 303-327. | 1.6 | 0 |