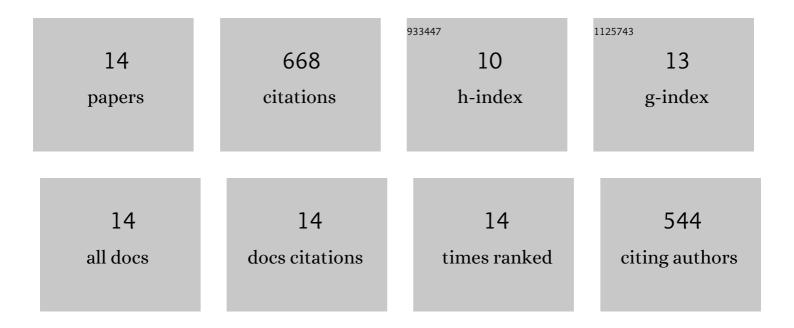
Alison Jing Xu

List of Publications by Year in descending order

Source: https://exaly.com/author-pdf/10383551/publications.pdf Version: 2024-02-01



ALISON LINC XIL

#	Article	IF	CITATIONS
1	The role of behavioral mindâ€sets in goalâ€directed activity: Conceptual underpinnings and empirical evidence. Journal of Consumer Psychology, 2010, 20, 107-125.	4.5	110
2	The Effect of Mind-Sets on Consumer Decision Strategies. Journal of Consumer Research, 2007, 34, 556-566.	5.1	107
3	Incandescent affect: Turning on the hot emotional system with bright light. Journal of Consumer Psychology, 2014, 24, 207-216.	4.5	80
4	Washing away your (good or bad) luck: Physical cleansing affects risk-taking behavior Journal of Experimental Psychology: General, 2012, 141, 26-30.	2.1	66
5	The Comparative Mind-Set. Psychological Science, 2008, 19, 859-864.	3.3	65
6	Ambiguity Aversion and the Preference for Established Brands. Management Science, 2009, 55, 1933-1941.	4.1	65
7	Hunger promotes acquisition of nonfood objects. Proceedings of the National Academy of Sciences of the United States of America, 2015, 112, 2688-2692.	7.1	65
8	The Role of Bolstering and Counterarguing Mind-Sets in Persuasion. Journal of Consumer Research, 2012, 38, 920-932.	5.1	43
9	The Effects of Past Behavior on Future Goal-Directed Activity. Advances in Experimental Social Psychology, 2012, 46, 237-283.	3.3	24
10	How One Thing Leads to Another: Spillover Effects of Behavioral Mind-Sets. Current Directions in Psychological Science, 2018, 27, 51-55.	5.3	20
11	Constrained Physical Space Constrains Hedonism. Journal of the Association for Consumer Research, 2016, 1, 557-568.	1.7	11
12	Four More Years: Presidential Elections, Comparative Mindset, and Managerial Decisions. Academy of Management Journal, 2020, 63, 1370-1394.	6.3	5
13	Order Matters: Rating Service Professionals First Reduces Tipping Amount. Journal of Marketing, 2023, 87, 81-96.	11.3	5
14	The Role of Procedural Knowledge in the Generalizability of Social Behavior. , 2013, , .		2