

# Alison Jing Xu

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/10383551/publications.pdf>

Version: 2024-02-01

14  
papers

668  
citations

933447

10  
h-index

1125743

13  
g-index

14  
all docs

14  
docs citations

14  
times ranked

544  
citing authors

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