

# Lucia Mannetti

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/10595278/publications.pdf>

Version: 2024-02-01

49  
papers

3,267  
citations

172457

29  
h-index

197818

49  
g-index

49  
all docs

49  
docs citations

49  
times ranked

2560  
citing authors

#	ARTICLE	IF	CITATIONS
1	The statistical analysis of data from small groups.. Journal of Personality and Social Psychology, 2002, 83, 126-137.	2.8	399
2	Groups as epistemic providers: Need for closure and the unfolding of group-centrism.. Psychological Review, 2006, 113, 84-100.	3.8	373
3	The energetics of motivated cognition: A force-field analysis.. Psychological Review, 2012, 119, 1-20.	3.8	239
4	Motivated Cognition and Group Interaction: Need for Closure Affects the Contents and Processes of Collective Negotiations. Journal of Experimental Social Psychology, 1999, 35, 346-365.	2.2	136
5	When similarity breeds content: Need for closure and the allure of homogeneous and self-resembling groups.. Journal of Personality and Social Psychology, 2002, 83, 648-662.	2.8	121
6	Mindfulness, Pro-environmental Behavior, and Belief in Climate Change: The Mediating Role of Social Dominance. Environment and Behavior, 2018, 50, 864-888.	4.7	115
7	The Social Cognition of Immigrants' Acculturation: Effects of the Need for Closure and the Reference Group at Entry.. Journal of Personality and Social Psychology, 2004, 86, 796-813.	2.8	113
8	Says Who?: Epistemic Authority Effects in Social Judgment. Advances in Experimental Social Psychology, 2005, 37, 345-392.	3.3	107
9	Psychological theory testing versus psychometric nay-saying: Comment on Neuberg et al.'s (1997) critique of the Need for Closure Scale.. Journal of Personality and Social Psychology, 1997, 73, 1005-1016.	2.8	106
10	Construct validity and generalizability of the Carver's "White behavioural inhibition system/behavioural activation system scales. European Journal of Personality, 2001, 15, 373-390.	3.1	101
11	Effects of need for closure on creativity in small group interactions. European Journal of Personality, 2004, 18, 265-278.	3.1	100
12	Regulatory mode effects on counterfactual thinking and regret. Journal of Experimental Social Psychology, 2008, 44, 321-329.	2.2	90
13	A cross-cultural study of the Need for Cognitive Closure Scale: Comparing its structure in Croatia, Italy, USA and The Netherlands. British Journal of Social Psychology, 2002, 41, 139-156.	2.8	88
14	The role of majority attitudes towards out-group in the perception of the acculturation strategies of immigrants. International Journal of Intercultural Relations, 2005, 29, 273-288.	2.0	87
15	TARGET ARTICLE: On Parametric Continuities in the World of Binary Either Ors. Psychological Inquiry, 2006, 17, 153-165.	0.9	83
16	Autocracy Bias in Informal Groups Under Need for Closure. Personality and Social Psychology Bulletin, 2003, 29, 405-417.	3.0	78
17	Searching for commonalities in human judgement: The parametric unimodel and its dual mode alternatives. European Review of Social Psychology, 2003, 14, 1-47.	9.4	77
18	Informational length and order of presentation as determinants of persuasion. Journal of Experimental Social Psychology, 2005, 41, 458-469.	2.2	69

#	ARTICLE	IF	CITATIONS
19	Framing of information on the use of public finances, regulatory fit of recipients and tax compliance. <i>Journal of Economic Psychology</i> , 2008, 29, 597-611.	2.2	57
20	The Perfect Mix. <i>Psychological Science</i> , 2009, 20, 681-685.	3.3	56
21	Motivated Closed-Mindedness and Creativity in Small Groups. <i>Small Group Research</i> , 2005, 36, 59-82.	2.7	47
22	Relevance Override: On the Reduced Impact of "Cues" Under High-Motivation Conditions of Persuasion Studies.. <i>Journal of Personality and Social Psychology</i> , 2004, 86, 251-264.	2.8	46
23	The Distinct Psychologies of "Looking" and "Leaping": Assessment and Locomotion as the Springs of Action. <i>Social and Personality Psychology Compass</i> , 2013, 7, 79-92.	3.7	44
24	Persuasion According to the Unimodel: Implications for Cancer Communication. <i>Journal of Communication</i> , 2006, 56, S105-S122.	3.7	42
25	Who regrets more after choosing a non-status-quo option? Post decisional regret under need for cognitive closure. <i>Journal of Economic Psychology</i> , 2007, 28, 186-196.	2.2	42
26	Epistemic motivation and perpetuation of group culture: Effects of need for cognitive closure on trans-generational norm transmission. <i>Organizational Behavior and Human Decision Processes</i> , 2015, 129, 105-112.	2.5	41
27	Cognitive reappraisal and pro-environmental behavior: The role of global climate change perception. <i>European Journal of Social Psychology</i> , 2015, 45, 858-867.	2.4	40
28	Intention to pay taxes or to avoid them: The impact of social value orientation. <i>Journal of Economic Psychology</i> , 2015, 50, 22-31.	2.2	37
29	Priming the ant or the grasshopper in people's mind: How regulatory mode affects intertemporal choices. <i>European Journal of Social Psychology</i> , 2009, 39, 1120-1125.	2.4	34
30	Locomoting toward well-being or getting entangled in a material world: Regulatory modes and affective well-being. <i>Journal of Economic Psychology</i> , 2013, 38, 80-89.	2.2	27
31	On The Parameters of Human Judgment. <i>Advances in Experimental Social Psychology</i> , 2007, 39, 255-303.	3.3	26
32	The closing of open minds: Need for closure moderates the impact of uncertainty salience on outgroup discrimination. <i>British Journal of Social Psychology</i> , 2016, 55, 244-262.	2.8	26
33	Need for Cognitive Closure decreases risk taking and motivates discounting of delayed rewards. <i>Personality and Individual Differences</i> , 2017, 107, 66-71.	2.9	26
34	Regulatory fit effects on perceived fiscal exchange and tax compliance. <i>Journal of Socio-Economics</i> , 2010, 39, 271-277.	1.0	22
35	"Beauty Is No Quality in Things Themselves": Epistemic Motivation Affects Implicit Preferences for Art. <i>PLoS ONE</i> , 2014, 9, e110323.	2.5	21
36	Persistence of attitude change and attitude-behavior correspondence based on extensive processing of source information. <i>European Journal of Social Psychology</i> , 2012, 42, 103-111.	2.4	17

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37	Determinants of intentions to practise safe sex among 16–25 year-olds. <i>Journal of Community and Applied Social Psychology</i> , 1997, 7, 345-360.	2.4	16
38	Ethnic Categorization: The Role of Epistemic Motivation, Prejudice, and Perceived Threat. <i>Basic and Applied Social Psychology</i> , 2012, 34, 66-75.	2.1	15
39	Group Reaction to Defection: The Impact of Shared Reality. <i>Social Cognition</i> , 2010, 28, 447-464.	0.9	13
40	Maintaining Physical Exercise: How Locomotion Mode Moderates the Full Attitude–Intention–Behavior Relation. <i>Basic and Applied Social Psychology</i> , 2012, 34, 295-303.	2.1	13
41	Need for Cognitive Closure Modulates How Perceptual Decisions Are Affected by Task Difficulty and Outcome Relevance. <i>PLoS ONE</i> , 2015, 10, e0146002.	2.5	13
42	Biased processing of persuasive information: on the functional equivalence of cues and message arguments. <i>European Journal of Social Psychology</i> , 2007, 37, 1057-1075.	2.4	11
43	Leaders as Planners and Movers: Supervisors' Regulatory Modes and Subordinates' Performance. <i>Journal of Applied Social Psychology</i> , 2012, 42, 2564-2582.	2.0	10
44	Forming impressions of in-group and out-group members under self-esteem threat: The moderating role of the need for cognitive closure and prejudice. <i>International Journal of Intercultural Relations</i> , 2014, 40, 1-10.	2.0	10
45	Framing Political Messages to Fit the Audience's Regulatory Orientation: How to Improve the Efficacy of the Same Message Content. <i>PLoS ONE</i> , 2013, 8, e77040.	2.5	9
46	Routes of Motivation: Stable Psychological Dispositions Are Associated with Dynamic Changes in Cortico-Cortical Functional Connectivity. <i>PLoS ONE</i> , 2014, 9, e98010.	2.5	9
47	Need for Cognitive Closure and Political Ideology. <i>Social Psychology</i> , 2018, 49, 103-112.	0.7	9
48	AUTHORS' RESPONSES: Modes, Systems and the Sirens of Specificity: The Issues in Gist. <i>Psychological Inquiry</i> , 2006, 17, 256-264.	0.9	3
49	All we need is the candidate's face: The irrelevance of information about political coalition affiliation and campaign promises. <i>Cogent Psychology</i> , 2016, 3, 1268365.	1.3	3