

Jacob Hornik

List of Publications by Year in descending order

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Version: 2024-02-01

35
papers

1,834
citations

430874

18
h-index

395702

33
g-index

35
all docs

35
docs citations

35
times ranked

1037
citing authors

#	ARTICLE	IF	CITATIONS
1	The Temporal Dimension of Shopping Behavior. Journal of Service Science and Management, 2021, 14, 58-71.	0.5	8
2	A dark side of human behavior: Development of a malicious sentiments scale to others success or failure. Computers in Human Behavior Reports, 2021, 4, 100112.	4.0	1
3	Ripples of contempt: aversive responses to others (mis)fortunes. Motivation and Emotion, 2021, 45, 809.	1.3	3
4	The joy of pain. Internet Research, 2019, 29, 82-103.	4.9	13
5	Quantitative evaluation of persuasive appeals using comparative meta-analysis. Communication Review, 2016, 19, 192-222.	1.2	24
6	Information dissemination via electronic word-of-mouth: Good news travels fast, bad news travels faster!. Computers in Human Behavior, 2015, 45, 273-280.	8.5	129
7	The effect of synchronizing consumers' diurnal preferences with time of response on data reliability. Marketing Letters, 2010, 21, 1-15.	2.9	5
8	The effect of consumers' diurnal preferences on temporal behavior. Journal of Consumer Psychology, 2010, 20, 53-65.	4.5	10
9	Theory construction and data analysis in marketing communication: A facet analytical approach. Journal of Marketing Communications, 2009, 15, 35-54.	4.0	4
10	Synchrony effects on customers' responses and behaviors. International Journal of Research in Marketing, 2009, 26, 34-40.	4.2	23
11	A Facet metatheoretical approach to advance consumer behavior knowledge. Psychology and Marketing, 2007, 24, 787-813.	8.2	3
12	Exploring the Intentional Gap Between Signing an Organ Donor Card and Actual Behavior. Journal of International Consumer Marketing, 2006, 18, 101-121.	3.7	11
13	Inferring the Distribution of Households' Duration of Residence From Data on Current Residence Time. Journal of Business and Economic Statistics, 1999, 17, 373-381.	2.9	11
14	Psychological Time: The Case of Time and Consumer Behaviour. Time and Society, 1996, 5, 385-397.	1.5	47
15	Investigating spousal inconsistencies in temporal reports: A methodological framework. Journal of Economic Psychology, 1993, 14, 387-403.	2.2	0
16	The role of affect in consumers' temporal judgments. Psychology and Marketing, 1993, 10, 239-255.	8.2	39
17	Tactile Stimulation and Consumer Response. Journal of Consumer Research, 1992, 19, 449.	5.1	229
18	Time estimation and orientation mediated by transient mood. Journal of Socio-Economics, 1992, 21, 209-227.	1.0	43

#	ARTICLE	IF	CITATIONS
19	Effects of physical contact on customers' shopping time and behavior. <i>Marketing Letters</i> , 1992, 3, 49-55.	2.9	73
20	Increasing compliance in costly telephone interviews: A test of four inducement techniques. <i>International Journal of Research in Marketing</i> , 1991, 8, 147-153.	4.2	9
21	Temporal instability as a moderating factor on advertising effectiveness. <i>Journal of Business Research</i> , 1989, 18, 89-106.	10.2	6
22	Strategies to Secure Compliance for a Mall Intercept Interview. <i>Public Opinion Quarterly</i> , 1988, 52, 539.	1.6	103
23	Diurnal Variation in Consumer Response. <i>Journal of Consumer Research</i> , 1988, 14, 588.	5.1	23
24	Foreign source effects on response behavior in cross-national mail surveys. <i>International Journal of Research in Marketing</i> , 1986, 3, 157-167.	4.2	11
25	Subjective vs. Objective Time Measures: A Note on the Perception of Time in Consumer Behavior. <i>Journal of Consumer Research</i> , 1984, 11, 615.	5.1	302
26	Situational Effects on the Consumption of Time. <i>Journal of Marketing</i> , 1982, 46, 44.	11.3	36
27	Impact of Pre-Call Request Form and Gender Interaction on Response to a Mail Survey. <i>Journal of Marketing Research</i> , 1982, 19, 144.	4.8	26
28	Impact of Pre-Call Request Form and Gender Interaction on Response to a Mail Survey. <i>Journal of Marketing Research</i> , 1982, 19, 144-151.	4.8	45
29	Situational Effects on the Consumption of Time. <i>Journal of Marketing</i> , 1982, 46, 44-55.	11.3	322
30	Time Cue and Time Perception Effect on Response to Mail Surveys. <i>Journal of Marketing Research</i> , 1981, 18, 243-248.	4.8	32
31	Allocation of Time to the Mass Media. <i>Journal of Consumer Research</i> , 1981, 7, 343.	5.1	29
32	The Use of Time: An Integrated Conceptual Model. <i>Journal of Consumer Research</i> , 1981, 7, 407.	5.1	191
33	Time Cue and Time Perception Effect on Response to Mail Surveys. <i>Journal of Marketing Research</i> , 1981, 18, 243.	4.8	19
34	A circumplex model for the behavioral constructs towards television advertising. <i>Journal of the Academy of Marketing Science</i> , 1976, 4, 484-503.	11.2	1
35	The facet design approach to the construction of multivariate marketing models. <i>European Journal of Marketing</i> , 1974, 8, 146-157.	2.9	3