

# Eric J Johnson

## List of Publications by Year in descending order

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116  
papers

27,385  
citations

23567

58  
h-index

30922

102  
g-index

125  
all docs

125  
docs citations

125  
times ranked

13950  
citing authors

#	ARTICLE	IF	CITATIONS
1	Gambling with the House Money and Trying to Break Even: The Effects of Prior Outcomes on Risky Choice. <i>Management Science</i> , 1990, 36, 643-660.	4.1	1,835
2	Do Defaults Save Lives?. <i>Science</i> , 2003, 302, 1338-1339.	12.6	1,688
3	Affect, generalization, and the perception of risk.. <i>Journal of Personality and Social Psychology</i> , 1983, 45, 20-31.	2.8	1,455
4	Adaptive strategy selection in decision making.. <i>Journal of Experimental Psychology: Learning Memory and Cognition</i> , 1988, 14, 534-552.	0.9	1,313
5	Behavioral Decision Research: A Constructive Processing Perspective. <i>Annual Review of Psychology</i> , 1992, 43, 87-131.	17.7	1,297
6	Predictors of online buying behavior. <i>Communications of the ACM</i> , 1999, 42, 32-38.	4.5	758
7	Framing, probability distortions, and insurance decisions. <i>Journal of Risk and Uncertainty</i> , 1993, 7, 35-51.	1.5	744
8	Modeling Loss Aversion and Reference Dependence Effects on Brand Choice. <i>Marketing Science</i> , 1993, 12, 378-394.	4.1	719
9	Product Familiarity and Learning New Information. <i>Journal of Consumer Research</i> , 1984, 11, 542.	5.1	717
10	Mindful Judgment and Decision Making. <i>Annual Review of Psychology</i> , 2009, 60, 53-85.	17.7	644
11	Effort and Accuracy in Choice. <i>Management Science</i> , 1985, 31, 395-414.	4.1	625
12	Beyond nudges: Tools of a choice architecture. <i>Marketing Letters</i> , 2012, 23, 487-504.	2.9	621
13	Lateral prefrontal cortex and self-control in intertemporal choice. <i>Nature Neuroscience</i> , 2010, 13, 538-539.	14.8	567
14	Anchoring, Activation, and the Construction of Values. <i>Organizational Behavior and Human Decision Processes</i> , 1999, 79, 115-153.	2.5	474
15	A componential analysis of cognitive effort in choice. <i>Organizational Behavior and Human Decision Processes</i> , 1990, 45, 111-139.	2.5	435
16	The validity of verbal protocols. <i>Memory and Cognition</i> , 1989, 17, 759-769.	1.6	428
17	When Web Pages Influence Choice: Effects of Visual Primes on Experts and Novices. <i>Journal of Consumer Research</i> , 2002, 29, 235-245.	5.1	428
18	On the Depth and Dynamics of Online Search Behavior. <i>Management Science</i> , 2004, 50, 299-308.	4.1	420

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19	International Differences in Information Privacy Concerns: A Global Survey of Consumers. <i>Information Society</i> , 2004, 20, 313-324.	2.9	413
20	Aspects of endowment: A query theory of value construction.. <i>Journal of Experimental Psychology: Learning Memory and Cognition</i> , 2007, 33, 461-474.	0.9	363
21	Asymmetric Discounting in Intertemporal Choice. <i>Psychological Science</i> , 2007, 18, 516-523.	3.3	357
22	A Dirty Word or a Dirty World?. <i>Psychological Science</i> , 2010, 21, 86-92.	3.3	337
23	Detecting Failures of Backward Induction: Monitoring Information Search in Sequential Bargaining. <i>Journal of Economic Theory</i> , 2002, 104, 16-47.	1.1	333
24	The limits of anchoring. <i>Journal of Behavioral Decision Making</i> , 1994, 7, 223-242.	1.7	325
25	Cognitive Lock-In and the Power Law of Practice. <i>Journal of Marketing</i> , 2003, 67, 62-75.	11.3	324
26	Local Warming. <i>Psychological Science</i> , 2011, 22, 454-459.	3.3	318
27	Consumer buying behavior on the Internet: Findings from panel data. , 2000, 14, 15-29.		297
28	How warm days increase belief in global warming. <i>Nature Climate Change</i> , 2014, 4, 143-147.	18.8	274
29	Let's get personal: An international examination of the influence of communication, culture and social distance on other regarding preferences. <i>Journal of Economic Behavior and Organization</i> , 2006, 60, 373-398.	2.0	266
30	Incorporating the Irrelevant: Anchors in Judgments of Belief and Value. , 2002, , 120-138.		258
31	Defaults, Framing and Privacy: Why Opting In-Opting Out <sup>1</sup> . <i>Marketing Letters</i> , 2002, 13, 5-15.	2.9	253
32	Divide and Prosper: Consumers's™ Reactions to Partitioned Prices. <i>Journal of Marketing Research</i> , 1998, 35, 453-463.	4.8	250
33	Cognitive processes in preference reversals. <i>Organizational Behavior and Human Decision Processes</i> , 1989, 44, 203-231.	2.5	247
34	When and why defaults influence decisions: a meta-analysis of default effects. <i>Behavioural Public Policy</i> , 2019, 3, 159-186.	2.4	238
35	Bias in Utility Assessments: Further Evidence and Explanations. <i>Management Science</i> , 1989, 35, 406-424.	4.1	216
36	Information displays and preference reversals. <i>Organizational Behavior and Human Decision Processes</i> , 1988, 42, 1-21.	2.5	210

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37	A Comparison of Two Process Tracing Methods for Choice Tasks. <i>Organizational Behavior and Human Decision Processes</i> , 1996, 68, 28-43.	2.5	208
38	Partitioning default effects: Why people choose not to choose.. <i>Journal of Experimental Psychology: Applied</i> , 2011, 17, 332-341.	1.2	190
39	Divide and Prosper: Consumers' Reactions to Partitioned Prices. <i>Journal of Marketing Research</i> , 1998, 35, 453.	4.8	165
40	Choice without Awareness: Ethical and Policy Implications of Defaults. <i>Journal of Public Policy and Marketing</i> , 2013, 32, 159-172.	3.4	164
41	Framing, Probability Distortions, and Insurance Decisions. , 1993, , 35-51.		164
42	Complementary cognitive capabilities, economic decision making, and aging.. <i>Psychology and Aging</i> , 2013, 28, 595-613.	1.6	153
43	Compensatory Choice Models of Noncompensatory Processes: The Effect of Varying Context. <i>Journal of Consumer Research</i> , 1984, 11, 528.	5.1	149
44	A constructive process view of decision making: Multiple strategies in judgment and choice. <i>Acta Psychologica</i> , 1992, 80, 107-141.	1.5	139
45	Mereâ€œPossession Effects without Possession in Consumer Choice. <i>Journal of Consumer Research</i> , 1997, 24, 105-117.	5.1	136
46	Defaults and Donation Decisions. <i>Transplantation</i> , 2004, 78, 1713-1716.	1.0	136
47	Dynamic Experiments for Estimating Preferences: An Adaptive Method of Eliciting Time and Risk Parameters. <i>Management Science</i> , 2013, 59, 613-640.	4.1	132
48	Choosing Outcomes versus Choosing Products: Consumer-Focused Retirement Investment Advice. <i>Journal of Consumer Research</i> , 2008, 35, 440-456.	5.1	130
49	Process models deserve process data: Comment on BrandstÄtter, Gigerenzer, and Hertwig (2006).. <i>Psychological Review</i> , 2008, 115, 263-272.	3.8	129
50	Representations of perceptions of risks.. <i>Journal of Experimental Psychology: General</i> , 1984, 113, 55-70.	2.1	124
51	Sound credit scores and financial decisions despite cognitive aging. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2015, 112, 65-69.	7.1	107
52	Correlation, conflict, and choice.. <i>Journal of Experimental Psychology: Learning Memory and Cognition</i> , 1993, 19, 931-951.	0.9	104
53	When Choice Models Fail: Compensatory Models in Negatively Correlated Environments. <i>Journal of Marketing Research</i> , 1989, 26, 255-270.	4.8	102
54	Agents to the Rescue?. <i>Marketing Letters</i> , 1999, 10, 285-300.	2.9	93

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55	When Do Fair Beliefs Influence Bargaining Behavior? Experimental Bargaining in Japan and the United States. <i>Journal of Consumer Research</i> , 2004, 31, 181-190.	5.1	91
56	Preference Reversals in Monetary and Life Expectancy Evaluations. <i>Organizational Behavior and Human Decision Processes</i> , 1995, 62, 300-317.	2.5	81
57	Can Consumers Make Affordable Care Affordable? The Value of Choice Architecture. <i>PLoS ONE</i> , 2013, 8, e81521.	2.5	80
58	When Choice Models Fail: Compensatory Models in Negatively Correlated Environments. <i>Journal of Marketing Research</i> , 1989, 26, 255.	4.8	79
59	A consensus-based transparency checklist. <i>Nature Human Behaviour</i> , 2020, 4, 4-6.	12.0	79
60	Constructing Preferences From Memory. , 2006, , 397-410.		75
61	On site: to opt-in or opt-out?. <i>Communications of the ACM</i> , 2001, 44, 25-27.	4.5	74
62	The price does not include additional taxes, fees, and surcharges: A review of research on partitioned pricing. <i>Journal of Consumer Psychology</i> , 2016, 26, 105-124.	4.5	68
63	Empirical Generalizations in the Modeling of Consumer Choice. <i>Marketing Science</i> , 1995, 14, G180-G189.	4.1	67
64	Decisions Under Uncertainty. , 2009, , 127-144.		64
65	Search predicts and changes patience in intertemporal choice. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2017, 114, 11890-11895.	7.1	64
66	Designing marketplaces of the artificial with consumers in mind: Four approaches to understanding consumer behavior in electronic environments. <i>Journal of Interactive Marketing</i> , 2006, 20, 21-33.	6.2	59
67	Life expectancy as a constructed belief: Evidence of a live-to or die-by framing effect. <i>Journal of Risk and Uncertainty</i> , 2013, 46, 27-50.	1.5	59
68	Digitizing Consumer Research. <i>Journal of Consumer Research</i> , 2001, 28, 331-336.	5.1	57
69	Making better decisions: From measuring to constructing preferences.. <i>Health Psychology</i> , 2005, 24, S17-S22.	1.6	54
70	Moderating Loss Aversion: Loss Aversion Has Moderators, But Reports of its Death are Greatly Exaggerated. <i>Journal of Consumer Psychology</i> , 2020, 30, 407-428.	4.5	53
71	Do Nudges Reduce Disparities? Choice Architecture Compensates for Low Consumer Knowledge. <i>Journal of Marketing</i> , 2021, 85, 67-84.	11.3	52
72	Individual-level loss aversion in riskless and risky choices. <i>Theory and Decision</i> , 2022, 92, 599-624.	1.0	52

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73	Understanding contingent choice: a computer simulation approach. IEEE Transactions on Systems, Man, and Cybernetics, 1990, 20, 296-309.	0.9	50
74	Choice by value encoding and value construction: Processes of loss aversion.. Journal of Experimental Psychology: General, 2011, 140, 303-324.	2.1	49
75	Translated Attributes as Choice Architecture: Aligning Objectives and Choices Through Decision Signposts. Management Science, 2018, 64, 2445-2459.	4.1	44
76	Healthcare.gov 3.0 â€™ Behavioral Economics and Insurance Exchanges. New England Journal of Medicine, 2015, 372, 695-698.	27.0	41
77	Connecting cognition and consumer choice. Cognition, 2015, 135, 47-51.	2.2	39
78	Whatâ€™s the Catch? Suspicion of Bank Motives and Sluggish Refinancing. Review of Financial Studies, 2019, 32, 467-495.	6.8	37
79	Man, my brain is tired: Linking depletion and cognitive effort in choice. Journal of Consumer Psychology, 2008, 18, 14-16.	4.5	36
80	Information Overload and the Nonrobustness of Linear Models: A Comment on Keller and Staelin. Journal of Consumer Research, 1989, 15, 498.	5.1	32
81	Beyond rationality in engineering design for sustainability. Nature Sustainability, 2018, 1, 225-233.	23.7	32
82	Time Preferences and Mortgage Choice. Journal of Marketing Research, 2017, 54, 415-429.	4.8	30
83	Gain and Loss Ultimatums. Advances in Applied Microeconomics, 0, , 1-23.	0.3	29
84	Computational and Process Models of Decision Making in Psychology and Behavioral Economics. , 2014, , 35-47.		27
85	Using Framing Effects to Inform More Sustainable Infrastructure Design Decisions. Journal of Construction Engineering and Management - ASCE, 2016, 142, .	3.8	27
86	Complementary Contributions of Fluid and Crystallized Intelligence to Decision Making Across the Life Span. , 2015, , 149-168.		23
87	Adapting to Time Constraints. , 1993, , 103-116.		23
88	The Silver Lining Effect: Formal Analysis and Experiments. Management Science, 2009, 55, 1832-1841.	4.1	21
89	Partitioning Default Effects: Why People Choose Not to Choose. SSRN Electronic Journal, 0, , .	0.4	20
90	Query theory: Knowing what we want by arguing with ourselves. Behavioral and Brain Sciences, 2011, 34, 91-92.	0.7	20

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91	Providing descriptive norms during engineering design can encourage more sustainable infrastructure. <i>Sustainable Cities and Society</i> , 2018, 40, 182-188.	10.4	16
92	Behaviorally informed policies for household financial decisionmaking. <i>Behavioral Science and Policy</i> , 2017, 3, 26-40.	0.4	15
93	Local warming is real: A meta-analysis of the effect of recent temperature on climate change beliefs. <i>Current Opinion in Behavioral Sciences</i> , 2021, 42, 121-126.	3.9	14
94	Accountability and Role Effects in Balanced Scorecard Performance Evaluations When Strategy Timeline Is Specified. <i>European Accounting Review</i> , 2014, 23, 143-165.	3.8	13
95	Evidence for hippocampal dependence of value-based decisions. <i>Scientific Reports</i> , 2017, 7, 17738.	3.3	13
96	Rediscovering Risk. <i>Journal of Public Policy and Marketing</i> , 2004, 23, 2-6.	3.4	10
97	An Information Processing Perspective on Choice. <i>Psychology of Learning and Motivation - Advances in Research and Theory</i> , 1995, 32, 137-175.	1.1	9
98	Constructing Preferences from Memory. <i>SSRN Electronic Journal</i> , 2006, , .	0.4	9
99	Things that Go Bump in the Mind: How Behavioral Economics Could Invigorate Marketing. <i>Journal of Marketing Research</i> , 2006, 43, 337-340.	4.8	9
100	Time to retire: Why Americans claim benefits early & how to encourage delay. <i>Behavioral Science and Policy</i> , 2015, 1, 53-62.	0.4	9
101	Measuring Consumer Risk-Return Tradeoffs. <i>SSRN Electronic Journal</i> , 2006, , .	0.4	8
102	Bringing Choice Architecture to Architecture and Engineering Decisions: How the Redesign of Rating Systems Can Improve Sustainability. <i>Journal of Management in Engineering - ASCE</i> , 2019, 35, .	4.8	7
103	Choice theories: What are they good for?. <i>Journal of Consumer Psychology</i> , 2013, 23, 154-157.	4.5	5
104	Postscript: Rejoinder to Brandstätter, Gigerenzer, and Hertwig (2008).. <i>Psychological Review</i> , 2008, 115, 272-273.	3.8	4
105	The More You Ask, the Less You Get: When Additional Questions Hurt External Validity. <i>Journal of Marketing Research</i> , 2022, 59, 963-982.	4.8	4
106	Life Expectancy as a Constructed Belief: Evidence of a Live-To or Die-By Framing Effect. <i>SSRN Electronic Journal</i> , 2012, , .	0.4	3
107	Funds of knowledge mentors: Partnering with Latinx youth to incite dispositional shifts in teacher preparation. <i>Journal of Latinos and Education</i> , 2020, 19, 368-382.	1.0	3
108	Do Defaults Save Lives?. , 0, , 682-688.		2

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109	Framing to reduce present bias in infrastructure design intentions. IScience, 2022, 25, 103954.	4.1	2
110	Cognitive Processes in Preference Reversals. , 0, , 122-145.		1
111	When Web Pages Influence Choice: Effects of Visual Primes on Experts and Novices. , 0, , 282-299.		1
112	Can Consumers Make Affordable Care Affordable? The Value of Choice Architecture. SSRN Electronic Journal, 0, , .	0.4	1
113	Chapter 24. Decisions by Default. , 2013, , 417-427.		1
114	Partitioning Sorted Sets: Overcoming Choice Overload While Maintaining Decision Quality. SSRN Electronic Journal, 2017, , .	0.4	1
115	Choice Architecture for Healthier Insurance Choices: Ordering and Partitioning Can Improve Decisions. SSRN Electronic Journal, 2019, , .	0.4	1
116	Pictures Matter: How Images of Projected Sea-Level Rise Shape Long-Term Sustainable Design Decisions for Infrastructure Systems. Sustainability, 2022, 14, 3007.	3.2	0