

Daniel Wentzel

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/2476296/publications.pdf>

Version: 2024-02-01

17
papers

719
citations

1040056

9
h-index

996975

15
g-index

18
all docs

18
docs citations

18
times ranked

596
citing authors

#	ARTICLE	IF	CITATIONS
1	Blissfully ignorant: the effects of general privacy concerns, general institutional trust, and affect in the privacy calculus. <i>Information Systems Journal</i> , 2015, 25, 607-635.	6.9	238
2	Product Design for the Long Run: Consumer Responses to Typical and Atypical Designs at Different Stages of Exposure. <i>Journal of Marketing</i> , 2013, 77, 92-107.	11.3	130
3	The effect of employee behavior on brand personality impressions and brand attitudes. <i>Journal of the Academy of Marketing Science</i> , 2009, 37, 359-374.	11.2	96
4	Smart Products: Conceptual Review, Synthesis, and Research Directions*. <i>Journal of Product Innovation Management</i> , 2020, 37, 379-404.	9.5	92
5	Stage-gate and agile development in the digital age: Promises, perils, and boundary conditions. <i>Journal of Business Research</i> , 2020, 110, 495-501.	10.2	43
6	The Tipping Point of Design: How Product Design and Brands Interact to Affect Consumers'™ Preferences. <i>Psychology and Marketing</i> , 2012, 29, 422-433.	8.2	39
7	Breathing Down Your Neck!. <i>Journal of Retailing</i> , 2018, 94, 217-230.	6.2	23
8	The aesthetic fidelity effect. <i>International Journal of Research in Marketing</i> , 2019, 36, 542-557.	4.2	15
9	Just print it! The effects of self-printing a product on consumers'™ product evaluations and perceived ownership. <i>Journal of the Academy of Marketing Science</i> , 2020, 48, 795-811.	11.2	15
10	Chief executive officers' appearance predicts company performance, or does it? A replication study and extension focusing on CEO successions. <i>Leadership Quarterly</i> , 2023, 34, 101437.	5.8	12
11	Purchasing for someone else in a b-to-b context: Joint effects of choice overload and accountability. <i>Journal of Business-to-Business Marketing</i> , 2018, 25, 11-29.	1.5	5
12	â€œDark patternsâ€•in online services: a motivating study and agenda for future research. <i>Marketing Letters</i> , 2023, 34, 155-160.	2.9	4
13	â€œTouchingâ€•services: tangible objects create an emotional connection to services even before their first use. <i>Business Research</i> , 2020, 13, 741-766.	4.0	3
14	A Cognitive Perspective on Consumers'™ Resistances to Smart Products. <i>IFIP Advances in Information and Communication Technology</i> , 2019, , 30-44.	0.7	2
15	KI-basierte Beratungsleistungen â€œ Ausgestaltungsformen, Herausforderungen und Implikationen. <i>Forum Dienstleistungsmanagement</i> , 2021, , 341-362.	1.2	1
16	Itâ€™s a question of talent! The interplay of design complexity and talent information on consumers'™ product design responses. <i>European Journal of Marketing</i> , 2021, 55, 1338-1358.	2.9	0
17	Grounded procedures of connection are not created equal. <i>Behavioral and Brain Sciences</i> , 2021, 44, e27.	0.7	0