

# 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  | 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        |
| 2  | “Dark patterns” in online services: a motivating study and agenda for future research. <i>Marketing Letters</i> , 2023, 34, 155-160.  | 2.9  | 4         |
| 3  | It’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         |
| 4  | Grounded procedures of connection are not created equal. <i>Behavioral and Brain Sciences</i> , 2021, 44, e27.  | 0.7  | 0         |
| 5  | KI-basierte Beratungsleistungen – Ausgestaltungsformen, Herausforderungen und Implikationen. <i>Forum Dienstleistungsmanagement</i> , 2021, , 341-362.  | 1.2  | 1         |
| 6  | 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        |
| 7  | 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        |
| 8  | Smart Products: Conceptual Review, Synthesis, and Research Directions*. <i>Journal of Product Innovation Management</i> , 2020, 37, 379-404.  | 9.5  | 92        |
| 9  | “Touching” 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         |
| 10 | The aesthetic fidelity effect. <i>International Journal of Research in Marketing</i> , 2019, 36, 542-557.   | 4.2  | 15        |
| 11 | A Cognitive Perspective on Consumers’ Resistances to Smart Products. <i>IFIP Advances in Information and Communication Technology</i> , 2019, , 30-44.  | 0.7  | 2         |
| 12 | 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         |
| 13 | Breathing Down Your Neck!. <i>Journal of Retailing</i> , 2018, 94, 217-230.   | 6.2  | 23        |
| 14 | 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       |
| 15 | 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       |
| 16 | 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        |
| 17 | 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        |