

Joffre Swait

List of Publications by Year in descending order

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Version: 2024-02-01

94
papers

13,390
citations

71102

41
h-index

56724

83
g-index

98
all docs

98
docs citations

98
times ranked

7737
citing authors

#	ARTICLE	IF	CITATIONS
1	Determinants of Recreational Activities Choice in Protected Areas. Sustainability, 2022, 14, 412.	3.2	10
2	The Role of Attribute Screening and Choice Set Formation in Health Discrete Choice Experiments: Modeling the Impact of Benefit and Risk Attributes. Value in Health, 2022, , .	0.3	3
3	Jeopardizing brand profitability by misattributing process heterogeneity to preference heterogeneity. Journal of Choice Modelling, 2022, 43, 100359.	2.3	0
4	Preference Variation: Where Does Health Risk Attitude Come Into the Equation?. Value in Health, 2022, 25, 2044-2052.	0.3	2
5	Experience as a conditioning effect on choice: Does it matter whether it is exogenous or endogenous?. Transportation, 2021, 48, 2825-2855.	4.0	5
6	Distortions in willingness-to-pay for public goods induced by endemic distrust in institutions. Journal of Choice Modelling, 2021, 39, 100271.	2.3	6
7	Separating generalizable from source-specific preference heterogeneity in the fusion of revealed and stated preferences. Journal of Choice Modelling, 2021, 40, 100302.	2.3	4
8	“Whose plan is it?” understanding how the goal pursuit of consumers and carers influence choices in the Australian disability sector. Journal of Choice Modelling, 2021, 40, 100300.	2.3	2
9	Antecedent Volition and Spatial Effects: Can Multiple Goal Pursuit Mitigate Distance Decay?. Environmental and Resource Economics, 2020, 75, 243-270.	3.2	10
10	Social Cooperation in the Context of Integrated Private and Common Land Management. Environmental and Resource Economics, 2020, 75, 105-136.	3.2	4
11	An integrated modelling approach examining the influence of goals, habit and learning on choice using visual attention data. Journal of Business Research, 2020, 117, 44-57.	10.2	4
12	The habit-driven life: Accounting for inertia in departure time choices for commuting trips. Transportation Research, Part A: Policy and Practice, 2020, 133, 272-289.	4.2	13
13	Choice Set Formation in Residential Mobility and Its Implications for Segregation Dynamics. Demography, 2019, 56, 1665-1692.	2.5	28
14	Seasonality effects on consumers' preferences over quality attributes of different beef products. Meat Science, 2019, 157, 107868.	5.5	20
15	Are Healthcare Choices Predictable? The Impact of Discrete Choice Experiment Designs and Models. Value in Health, 2019, 22, 1050-1062.	0.3	69
16	Willingness-to-pay for coastline protection in New South Wales: Beach preservation management and decision making. Ocean and Coastal Management, 2019, 178, 104805.	4.4	18
17	Feature-based attributes and the roles of consumers' perception bias and inference in choice. International Journal of Research in Marketing, 2019, 36, 325-340.	4.2	7
18	The impact of vaccination and patient characteristics on influenza vaccination uptake of elderly people: A discrete choice experiment. Vaccine, 2018, 36, 1467-1476.	3.8	53

#	ARTICLE	IF	CITATIONS
19	Individuals'™ Decisions in the Presence of Multiple Goals. <i>Customer Needs and Solutions</i> , 2018, 5, 51-64.	0.8	13
20	Not just noise: A goal pursuit interpretation of stochastic choice.. <i>Decision</i> , 2018, 5, 253-271.	0.5	3
21	Modeling Simultaneous Multiple Goal Pursuit and Adaptation in Consumer Choice. <i>Journal of Marketing Research</i> , 2018, 55, 352-367.	4.8	20
22	Goal-based models for discrete choice analysis. <i>Transportation Research Part B: Methodological</i> , 2017, 101, 72-88.	5.9	7
23	Channels for search and purchase: Does mobile Internet matter?. <i>Journal of Retailing and Consumer Services</i> , 2017, 39, 123-134.	9.4	59
24	Choice set formation for outdoor destinations: The role of motivations and preference discrimination in site selection for the management of public expenditures on protected areas. <i>Journal of Environmental Economics and Management</i> , 2017, 81, 152-173.	4.7	30
25	Individuals' Decisions in the Presence of Multiple Goals. <i>SSRN Electronic Journal</i> , 2017, , .	0.4	2
26	OP55 Health Technology Assessment In Children And Adolescents: Adolescent Preferences For Child Health Utility 9D Health States. <i>International Journal of Technology Assessment in Health Care</i> , 2017, 33, 24-25.	0.5	1
27	Capturing Context-Sensitive Information Usage in Choice Models via Mixtures of Information Archetypes. <i>Journal of Marketing Research</i> , 2016, 53, 646-664.	4.8	8
28	Valuing the Child Health Utility 9D: Using profile case best worst scaling methods to develop a new adolescent specific scoring algorithm. <i>Social Science and Medicine</i> , 2016, 157, 48-59.	3.8	86
29	The Information-Economics Perspective on Brand Equity. <i>Foundations and Trends in Marketing</i> , 2016, 10, 1-59.	1.1	8
30	The effect of choice set misspecification on welfare measures in random utility models. <i>Resources and Energy Economics</i> , 2015, 42, 71-92.	2.5	26
31	Frontiers in Modeling Discrete Choice Experiments: A Benefit Transfer Perspective. <i>The Economics of Non-market Goods and Resources</i> , 2015, , 209-236.	1.2	2
32	Choosing how best to choose: Antecedent Volition and decision process representation in discrete choice models. <i>Journal of Choice Modelling</i> , 2014, 13, 1-2.	2.3	9
33	Shocks to Brand Equity: An Information Economics Perspective on the US Auto Industry 2006â€“2011. <i>Customer Needs and Solutions</i> , 2014, 1, 317-332.	0.8	1
34	Using repeated cross-sectional travel surveys to enhance forecasting robustness: Accounting for changing mode preferences. <i>Transportation Research, Part A: Policy and Practice</i> , 2014, 67, 110-126.	4.2	8
35	Reconceptualising the External Validity of Discrete Choice Experiments. <i>Pharmacoeconomics</i> , 2014, 32, 951-965.	3.3	95
36	Categories shape preferences: A model of taste heterogeneity arising from categorization of alternatives. <i>Journal of Choice Modelling</i> , 2014, 13, 3-23.	2.3	10

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37	Branding and Brand Equity Models. World Scientific-Now Publishers Series in Business, 2014, , 237-260.	0.0	0
38	Importance of Dwelling, Neighbourhood Attributes in Residential Location Modelling: Best Worst Scaling vs. Discrete Choice. Procedia, Social and Behavioral Sciences, 2014, 160, 92-101.	0.5	4
39	Deciding how to decide: an agenda for multi-stage choice modelling research in marketing. , 2014, , .		1
40	Probabilistic choice (models) as a result of balancing multiple goals. Journal of Mathematical Psychology, 2013, 57, 1-14.	1.8	49
41	Are Food Choices Really Habitual? Integrating Habits, Varietyâ€seeking, and Compensatory Choice in a Utilityâ€maximizing Framework. American Journal of Agricultural Economics, 2013, 95, 17-41.	4.3	68
42	Citizen Participation in Patient Prioritization Policy Decisions: An Empirical and Experimental Study on Patients' Characteristics. PLoS ONE, 2012, 7, e36824.	2.5	41
43	Commentaryâ€”Discussion of â€œAlleviating the Constant Stochastic Variance Assumption in Decision Research: Theory, Measurement, and Experimental Testâ€ Marketing Science, 2010, 29, 18-22.	4.1	11
44	Choice models based on mixed discrete/continuous PDFs. Transportation Research Part B: Methodological, 2009, 43, 766-783.	5.9	15
45	Behavioral frontiers in choice modeling. Marketing Letters, 2008, 19, 215-228.	2.9	44
46	The effects of brand credibility on customer loyalty. Journal of Retailing and Consumer Services, 2008, 15, 179-193.	9.4	258
47	Antecedents of True Brand Loyalty. Journal of Advertising, 2008, 37, 99-117.	6.6	124
48	Using Stated Preference and Revealed Preference Data Fusion Modelling in Health Care. The Economics of Non-market Goods and Resources, 2008, , 217-234.	1.2	5
49	Brand Effects on Choice and Choice Set Formation Under Uncertainty. Marketing Science, 2007, 26, 679-697.	4.1	109
50	Conjoint Preference Elicitation Methods in the Broader Context of Random Utility Theory Preference Elicitation Methods. , 2007, , 167-197.		13
51	Brands as Signals: A Cross-Country Validation Study. Journal of Marketing, 2006, 70, 34-49.	11.3	506
52	Characterizing Brand Effects on Choice and Choice Set Formation Under Uncertainty. SSRN Electronic Journal, 2006, , .	0.4	1
53	Commentary on Econometric Modeling Strategies for Stated Preference Experiments By David Layton. Environmental and Resource Economics, 2006, 34, 87-90.	3.2	0
54	Brands as Signals: A Cross-Country Validation Study. Journal of Marketing, 2006, 70, 34-49.	11.3	484

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55	Advanced Choice Models. , 2006, , 229-293.		19
56	Comment on current issues and a "wish list"™ for conjoint analysis. Applied Stochastic Models in Business and Industry, 2005, 21, 331-332.	1.5	0
57	Decision Strategy and Structure in Households: A "Groups" Perspective. Marketing Letters, 2005, 16, 387-399.	2.9	27
58	Consumer Search in High Technology Markets: Exploring the Use of Traditional Information Channels. Journal of Consumer Psychology, 2004, 14, 96-104.	4.5	52
59	Using stated preference and revealed preference modeling to evaluate prescribing decisions. Health Economics (United Kingdom), 2004, 13, 563-573.	1.7	122
60	Brand Credibility, Brand Consideration, and Choice. Journal of Consumer Research, 2004, 31, 191-198.	5.1	827
61	Choice and temporal welfare impacts: incorporating history into discrete choice models. Journal of Environmental Economics and Management, 2004, 47, 94-116.	4.7	55
62	Using Stated Preference Modeling to Forecast the Effect of Medication Attributes on Prescriptions of Alcoholism Medications. Value in Health, 2003, 6, 474-482.	0.3	29
63	Flexible Covariance Structures for Categorical Dependent Variables Through Finite Mixtures of Generalized Extreme Value Models. Journal of Business and Economic Statistics, 2003, 21, 80-87.	2.9	23
64	Enriching Scanner Panel Models with Choice Experiments. Marketing Science, 2003, 22, 442-460.	4.1	80
65	Conjoint Preference Elicitation Methods in the Broader Context of Random Utility Theory Preference Elicitation Methods. , 2003, , 331-370.		2
66	Perceptions versus Objective Measures of Environmental Quality in Combined Revealed and Stated Preference Models of Environmental Valuation. , 2003, , .		0
67	The Effects of Temporal Consistency of Sales Promotions and Availability on Consumer Choice Behavior. Journal of Marketing Research, 2002, 39, 304-320.	4.8	56
68	The impact of brand credibility on consumer price sensitivity. International Journal of Research in Marketing, 2002, 19, 1-19.	4.2	371
69	Context Dependence and Aggregation in Disaggregate Choice Analysis. Marketing Letters, 2002, 13, 195-205.	2.9	62
70	Psychological Indicators of Innovation Adoption: Cross-Classification Based on Need for Cognition and Need for Change. Journal of Consumer Psychology, 2002, 12, 1-13.	4.5	150
71	The Influence of Task Complexity on Consumer Choice: A Latent Class Model of Decision Strategy Switching. Journal of Consumer Research, 2001, 28, 135-148.	5.1	394
72	Choice set generation within the generalized extreme value family of discrete choice models. Transportation Research Part B: Methodological, 2001, 35, 643-666.	5.9	147

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73	A non-compensatory choice model incorporating attribute cutoffs. <i>Transportation Research Part B: Methodological</i> , 2001, 35, 903-928.	5.9	238
74	Choice Environment, Market Complexity, and Consumer Behavior: A Theoretical and Empirical Approach for Incorporating Decision Complexity into Models of Consumer Choice. <i>Organizational Behavior and Human Decision Processes</i> , 2001, 86, 141-167.	2.5	233
75	Conjoint Preference Elicitation Methods in the Broader Context of Random Utility Theory Preference Elicitation Methods. , 2001, , 305-344.		1
76	Attribute Range Effects in Binary Response Tasks. <i>Marketing Letters</i> , 2000, 11, 249-260.	2.9	46
77	Combining sources of preference data. , 2000, , 227-251.		22
78	Distinguishing taste variation from error structure in discrete choice data. <i>Transportation Research Part B: Methodological</i> , 2000, 34, 1-15.	5.9	100
79	Perceived value and its impact on choice behavior in a retail setting. <i>Journal of Retailing and Consumer Services</i> , 2000, 7, 77-88.	9.4	135
80	Conjoint Preference Elicitation Methods in the Broader Context of Random Utility Theory Preference Elicitation Methods. , 2000, , 279-318.		11
81	Brand Equity, Consumer Learning and Choice. <i>Marketing Letters</i> , 1999, 10, 301-318.	2.9	81
82	Brand Equity as a Signaling Phenomenon. <i>Journal of Consumer Psychology</i> , 1998, 7, 131-157.	4.5	1,289
83	Combining sources of preference data. <i>Journal of Econometrics</i> , 1998, 89, 197-221.	6.5	314
84	Perceptions versus Objective Measures of Environmental Quality in Combined Revealed and Stated Preference Models of Environmental Valuation. <i>Journal of Environmental Economics and Management</i> , 1997, 32, 65-84.	4.7	348
85	A comparison of stated preference methods for environmental valuation. <i>Ecological Economics</i> , 1996, 18, 243-253.	5.7	476
86	Experimental analysis of choice. <i>Marketing Letters</i> , 1994, 5, 351-367.	2.9	247
87	A sequential approach to exploiting the combined strengths of SP and RP data: Application to freight shipper choice. <i>Transportation</i> , 1994, 21, 135-152.	4.0	92
88	A structural equation model of latent segmentation and product choice for cross-sectional revealed preference choice data. <i>Journal of Retailing and Consumer Services</i> , 1994, 1, 77-89.	9.4	338
89	The Role of the Scale Parameter in the Estimation and Comparison of Multinomial Logit Models. <i>Journal of Marketing Research</i> , 1993, 30, 305.	4.8	526
90	The equalization price: A measure of consumer-perceived brand equity. <i>International Journal of Research in Marketing</i> , 1993, 10, 23-45.	4.2	215

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91	The Role of the Scale Parameter in the Estimation and Comparison of Multinomial Logit Models. Journal of Marketing Research, 1993, 30, 305-314.	4.8	724
92	Incorporating random constraints in discrete models of choice set generation. Transportation Research Part B: Methodological, 1987, 21, 91-102.	5.9	228
93	Empirical test of a constrained choice discrete model: Mode choice in São Paulo, Brazil. Transportation Research Part B: Methodological, 1987, 21, 103-115.	5.9	114
94	The Akaike Likelihood Ratio Index. Transportation Science, 1986, 20, 133-136.	4.4	112