

Wujin

List of Publications by Year in descending order

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Version: 2024-02-01

32
papers

3,631
citations

471509

17
h-index

434195

31
g-index

32
all docs

32
docs citations

32
times ranked

2185
citing authors

#	ARTICLE	IF	CITATIONS
1	The effect of cultural and psychological characteristics on the purchase behavior and satisfaction of electric vehicles: A comparative study of US and China. <i>International Journal of Consumer Studies</i> , 2022, 46, 345-364.	11.6	14
2	Patience and the adoption of electric vehicles: an application of the dual-self model. <i>Journal of Business Economics</i> , 2021, 91, 851-866.	1.9	4
3	Fairness perception of ancillary fees: Industry differences and communication strategies. <i>Journal of Retailing and Consumer Services</i> , 2020, 55, 102092.	9.4	3
4	Psychological and behavioral factors affecting electric vehicle adoption and satisfaction: A comparative study of early adopters in China and Korea. <i>Transportation Research, Part D: Transport and Environment</i> , 2019, 76, 1-18.	6.8	111
5	The effect of others' outcome valence on spontaneous gift-giving behavior. <i>European Journal of Marketing</i> , 2019, 53, 785-805.	2.9	12
6	The Effect of Consumer Patience on Environmental-friendly Product Purchase and Usage. <i>Korean Journal of Marketing</i> , 2019, 34, 29-47.	0.1	1
7	Adoption of Environment-Friendly Cars: Direct vis-à-vis Mediated Effects of Government Incentives and Consumers' Environmental Concern across Global Car Markets. <i>Journal of Global Marketing</i> , 2018, 31, 282-291.	3.4	13
9	The effect of travel purpose and self-image congruency on preference toward airline livery design and perceived service quality. <i>Asia Pacific Journal of Tourism Research</i> , 2018, 23, 532-548.	3.7	7
10	Review and Empirical Analysis on Factors Influencing Purchase Intention of Electric Vehicles in Korea: The Role of Consumer Psychological Characteristics*. <i>Journal of Consumer Studies</i> , 2017, 28, 97-127.	0.1	6
11	Investor Expertise as Mastery over Mind: Regulating Loss Affect for Superior Investment Performance. <i>Psychology and Marketing</i> , 2014, 31, 321-334.	8.2	8
12	Post-purchase disadvantages of a less preferred brand and how they can be overcome: an examination of regret and attribution. <i>Journal of Applied Social Psychology</i> , 2013, 43, 887-898.	2.0	8
13	Are Consumers Acting Fairly Toward Companies?. <i>Journal of Macromarketing</i> , 2012, 32, 348-360.	2.6	55
14	Overconfidence and emotion regulation failure: How overconfidence leads to the disposition effect in consumer investment behaviour. <i>Journal of Financial Services Marketing</i> , 2012, 17, 96-116.	3.4	15
15	The determinants of trust in supplier-automaker relations in the US, Japan, and Korea: A retrospective. <i>Journal of International Business Studies</i> , 2011, 42, 28-34.	7.3	57
16	Marketing modeling reality and the realities of marketing modeling. <i>Marketing Letters</i> , 2010, 21, 317-333.	2.9	19
17	Online-offline channel conflict: a game-theoretic model with application to the automobile industry. <i>International Journal of Automotive Technology and Management</i> , 2006, 6, 20.	0.6	2
18	The Role of On-line Retailer Brand and Infomediary Reputation in Increasing Consumer Purchase Intention. <i>International Journal of Electronic Commerce</i> , 2005, 9, 115-127.	3.0	85

#	ARTICLE	IF	CITATIONS
19	The Role of Trustworthiness in Reducing Transaction Costs and Improving Performance: Empirical Evidence from the United States, Japan, and Korea. <i>Organization Science</i> , 2003, 14, 57-68.	4.5	1,109
20	The Determinants of Trust in Supplier-Automaker Relationships in the U.S., Japan and Korea. <i>Journal of International Business Studies</i> , 2000, 31, 259-285.	7.3	522
21	Managing Dissatisfaction. <i>Journal of Service Research</i> , 1998, 1, 140-155.	12.2	136
22	Information and channel profits. <i>Journal of Retailing</i> , 1997, 73, 487-499.	6.2	44
23	Controlling product returns in direct marketing. <i>Marketing Letters</i> , 1996, 7, 307-317.	2.9	143
24	Channel Coordination Mechanisms for Customer Satisfaction. <i>Marketing Science</i> , 1995, 14, 343-359.	4.1	119
25	Costs and Benefits of Hard-Sell. <i>Journal of Marketing Research</i> , 1995, 32, 97.	4.8	25
26	Signaling Quality by Selling Through a Reputable Retailer: An Example of Renting the Reputation of Another Agent. <i>Marketing Science</i> , 1994, 13, 177-189.	4.1	175
27	Determinants of bargaining power in OEM negotiations. <i>Industrial Marketing Management</i> , 1994, 23, 343-355.	6.7	26
28	Demarketing as a differentiation strategy. <i>Marketing Letters</i> , 1993, 4, 49-57.	2.9	43
29	Demand Signalling and Screening in Channels of Distribution. <i>Marketing Science</i> , 1992, 11, 327-347.	4.1	202
30	Capturing ordinal properties of categorical dependent variables: A review with application to modes of foreign entry. <i>International Journal of Research in Marketing</i> , 1992, 9, 149-160.	4.2	46
31	Industrial Purchasing: An Empirical Exploration of the Buyclass Framework. <i>Journal of Marketing</i> , 1987, 51, 71-86.	11.3	619
32	The effect of adding focal goal similar versus dissimilar attributes on convergence product purchase decision: The role of relational and item-specific elaboration style. <i>Journal of Consumer Behaviour</i> , 0, ..	4.2	1