

Marieke Roskes

List of Publications by Year in descending order

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Version: 2024-02-01

18
papers

996
citations

759233

12
h-index

839539

18
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19
all docs

19
docs citations

19
times ranked

916
citing authors

#	ARTICLE	IF	CITATIONS
1	Perspective taking does not moderate the price precision effect, but indirectly affects counteroffers to asking prices. <i>Journal of Experimental Social Psychology</i> , 2022, 101, 104323.	2.2	1
2	Precision in a Seller's Market: Round Asking Prices Lead to Higher Counteroffers and Selling Prices. <i>Management Science</i> , 2021, 67, 1048-1055.	4.1	14
3	Buy-one-get-one-free deals attract more attention than percentage deals. <i>Journal of Business Research</i> , 2020, 111, 128-134.	10.2	16
4	From prevention focus to adaptivity and creativity: the role of unfulfilled goals and work engagement. <i>European Journal of Work and Organizational Psychology</i> , 2020, 29, 36-48.	3.7	11
5	Loss framing increases self-serving mistakes (but does not alter attention). <i>Journal of Experimental Social Psychology</i> , 2019, 85, 103880.	2.2	9
6	Why Social Threat Motivates Malevolent Creativity. <i>Personality and Social Psychology Bulletin</i> , 2019, 45, 1590-1602.	3.0	36
7	Constraints that Help or Hinder Creative Performance: A Motivational Approach. <i>Creativity and Innovation Management</i> , 2015, 24, 197-206.	3.3	46
8	Does Approach Motivation Induce Right-Oriented Bias? Reply to Price and Wolfers (2014). <i>Psychological Science</i> , 2014, 25, 2112-2115.	3.3	4
9	Oxytonergic circuitry sustains and enables creative cognition in humans. <i>Social Cognitive and Affective Neuroscience</i> , 2014, 9, 1159-1165.	3.0	84
10	Why Is Avoidance Motivation Problematic, and What Can Be Done About It?. <i>Current Directions in Psychological Science</i> , 2014, 23, 133-138.	5.3	64
11	Effects of optimism on creativity under approach and avoidance motivation. <i>Frontiers in Human Neuroscience</i> , 2014, 8, 105.	2.0	24
12	Avoidance Goal Pursuit Depletes Self-Regulatory Resources. <i>Journal of Personality</i> , 2013, 81, 365-375.	3.2	55
13	Time Pressure Undermines Performance More Under Avoidance Than Approach Motivation. <i>Personality and Social Psychology Bulletin</i> , 2013, 39, 803-813.	3.0	45
14	Personality and Creativity: The Dual Pathway to Creativity Model and a Research Agenda. <i>Social and Personality Psychology Compass</i> , 2013, 7, 732-748.	3.7	115
15	Avoidance Motivation and Conservation of Energy. <i>Emotion Review</i> , 2013, 5, 264-268.	3.4	31
16	Necessity is the mother of invention: Avoidance motivation stimulates creativity through cognitive effort.. <i>Journal of Personality and Social Psychology</i> , 2012, 103, 242-256.	2.8	150
17	Working Memory Benefits Creative Insight, Musical Improvisation, and Original Ideation Through Maintained Task-Focused Attention. <i>Personality and Social Psychology Bulletin</i> , 2012, 38, 656-669.	3.0	261
18	The Right Side? Under Time Pressure, Approach Motivation Leads to Right-Oriented Bias. <i>Psychological Science</i> , 2011, 22, 1403-1407.	3.3	30