

# Mathew S Isaac

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/3919320/publications.pdf>

Version: 2024-02-01

14  
papers

269  
citations

1163117

8  
h-index

1281871

11  
g-index

14  
all docs

14  
docs citations

14  
times ranked

245  
citing authors

#	ARTICLE	IF	CITATIONS
1	Finding a Home for Products We Love: How Buyer Usage Intent Affects the Pricing of Used Goods. Journal of Marketing, 2012, 76, 78-91.	11.3	109
2	The Top-Ten Effect: Consumers' Subjective Categorization of Ranked Lists. Journal of Consumer Research, 2014, 40, 1181-1202.	5.1	58
3	Retailer Categorization: How Store-Format Price Image Influences Expected Prices and Consumer Choices. Journal of Retailing, 2018, 94, 364-379.	6.2	19
4	Is Top 10 Better than Top 9? The Role of Expectations in Consumer Response to Imprecise Rank Claims. Journal of Marketing Research, 2016, 53, 338-353.	4.8	17
5	Priming skepticism: Unintended consequences of one-sided persuasion knowledge access. Psychology and Marketing, 2020, 37, 466-478.	8.2	17
6	Judging a Part by the Size of Its Whole: The Category Size Bias in Probability Judgments. Journal of Consumer Research, 2014, 41, 310-325.	5.1	15
7	The sleeper framing effect: The influence of frame valence on immediate and retrospective judgments. Journal of Consumer Psychology, 2016, 26, 53-65.	4.5	13
8	The Round-Number Advantage in Consumer Debt Payoff. Journal of Consumer Psychology, 2021, 31, 240-262.	4.5	9
9	Trust Does Beget Trustworthiness and Also Begets Trust in Others. Social Psychology Quarterly, 2021, 84, 189-201.	2.1	6
10	How emotional attachment influences lender participation in consumer-to-consumer rental platforms. Journal of Business Research, 2022, 139, 1211-1217.	10.2	4
11	The Perfection Premium. Social Psychological and Personality Science, 2021, 12, 930-937.	3.9	2
12	Collateral Damage? Consequences of Radically Transparent Reviews in Health Care. Joint Commission Journal on Quality and Patient Safety, 2021, 47, 458-460.	0.7	0
13	The Downside of Divinity? Reputational Harm to Sectarian Universities from Overtly Religious Advertising. Journal of Advertising, 2021, 50, 423-440.	6.6	0
14	Anxiety, Cognitive Availability, and the Talisman Effect of Insurance. Personality and Social Psychology Bulletin, 2022, , 014616722210777.	3.0	0