

# Yaacov Schul

## List of Publications by Year in descending order

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Version: 2024-02-01

60  
papers

3,537  
citations

201674

27  
h-index

144013

57  
g-index

61  
all docs

61  
docs citations

61  
times ranked

2585  
citing authors

#	ARTICLE	IF	CITATIONS
1	Two Is Not Always Better Than One. Perspectives on Psychological Science, 2009, 4, 533-550.	9.0	616
2	On the cognitive benefits of teaching.. Journal of Educational Psychology, 1980, 72, 593-604.	2.9	430
3	â€œI am not guiltyâ€-vs â€œI am innocentâ€: Successful negation may depend on the schema used for its encoding. Journal of Experimental Social Psychology, 2004, 40, 433-449.	2.2	263
4	Impact of the JOBS intervention on unemployed workers varying in risk for depression. American Journal of Community Psychology, 1995, 23, 39-74.	2.5	211
5	Two years after a job loss: Long-term impact of the JOBS program on reemployment and mental health.. Journal of Occupational Health Psychology, 2000, 5, 32-47.	3.3	174
6	Mastery and inoculation against setbacks as active ingredients in the JOBS intervention for the unemployed.. Journal of Consulting and Clinical Psychology, 1997, 65, 867-877.	2.0	162
7	When discounting fails: Conditions under which individuals use discredited information in making a judgment.. Journal of Personality and Social Psychology, 1985, 49, 894-903.	2.8	127
8	The web of coping resources and pathways to reemployment following a job loss.. Journal of Occupational Health Psychology, 2002, 7, 68-83.	3.3	126
9	Encoding Under Trust and Distrust: The Spontaneous Activation of Incongruent Cognitions.. Journal of Personality and Social Psychology, 2004, 86, 668-679.	2.8	123
10	Elimination and Inclusion Procedures in Judgment. Journal of Behavioral Decision Making, 1997, 10, 211-220.	1.7	108
11	The value of distrust. Journal of Experimental Social Psychology, 2008, 44, 1293-1302.	2.2	96
12	Nonconscious Goal Pursuit in Novel Environments. Psychological Science, 2008, 19, 261-267.	3.3	75
13	When both the original study and its failed replication are correct: Feeling observed eliminates the facial-feedback effect.. Journal of Personality and Social Psychology, 2018, 114, 657-664.	2.8	69
14	The influence of quantity of information and goal framing on decision. Acta Psychologica, 1995, 89, 23-36.	1.5	62
15	Projection in Person Perception among Spouses as a Function of the Similarity in their Shared Experiences. Personality and Social Psychology Bulletin, 2000, 26, 987-1001.	3.0	61
16	When Warning Succeeds: The Effect of Warning on Success in Ignoring Invalid Information. Journal of Experimental Social Psychology, 1993, 29, 42-62.	2.2	59
17	Dealing with Deceptions that are Difficult to Detect: Encoding and Judgment as a Function of Preparing to Receive Invalid Information. Journal of Experimental Social Psychology, 1996, 32, 228-253.	2.2	52
18	Feelings don't come easy: Studies on the effortful nature of feelings.. Journal of Experimental Psychology: General, 2010, 139, 520-534.	2.1	51

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19	The web of coping resources and pathways to reemployment following a job loss.. Journal of Occupational Health Psychology, 2002, 7, 68-83.	3.3	47
20	Acceptance and Elimination Procedures in Choice: Noncomplementarity and the Role of Implied Status quo. Organizational Behavior and Human Decision Processes, 2000, 82, 293-313.	2.5	44
21	The meaning of negated adjectives. Intercultural Pragmatics, 2008, 5, .	1.3	38
22	Short Article: Goal relevance and artificial grammar learning. Quarterly Journal of Experimental Psychology, 2009, 62, 228-238.	1.1	32
23	The Effects of Advertisement Encoding on the Failure to Discount Information: Implications for the Sleeper Effect. Journal of Consumer Research, 1988, 15, 24.	5.1	30
24	Measuring Satisfaction With Organizations: Predictions from Information Accessibility. Public Opinion Quarterly, 1993, 57, 536.	1.6	30
25	The informational basis of social judgments: Operations in forming an impression of another person. Journal of Experimental Social Psychology, 1982, 18, 217-234.	2.2	29
26	Searching for certainty in an uncertain world: the difficulty of giving up the experiential for the rational mode of thinking. Journal of Behavioral Decision Making, 2003, 16, 93-106.	1.7	29
27	Inclusive and exclusive modes of thinking: Studies of prediction, preference, and social perception during parliamentary elections. Journal of Experimental Social Psychology, 2002, 38, 352-367.	2.2	28
28	Guess what? Implicit motivation boosts the influence of subliminal information on choice. Consciousness and Cognition, 2012, 21, 1232-1241.	1.5	28
29	Learning from the ad or relying on related attitudes: The moderating role of involvement. Journal of Business Research, 1992, 25, 81-93.	10.2	26
30	Integration and abstraction in impression formation.. Journal of Personality and Social Psychology, 1983, 44, 45-54.	2.8	26
31	The informational basis of social judgments: Memory for integrated and nonintegrated trait descriptions. Journal of Experimental Social Psychology, 1983, 19, 49-57.	2.2	25
32	Partisan ideological attitudes: Liberals are tolerant; the intelligent are intolerant.. Journal of Personality and Social Psychology, 2021, 120, 1551-1566.	2.8	22
33	Conditions Facilitating Successful Discounting in Consumer Decision Making. Journal of Consumer Research, 1990, 16, 442.	5.1	19
34	If you negate, you may forget: Negated repetitions impair memory compared with affirmative repetitions.. Journal of Experimental Psychology: General, 2014, 143, 1541-1552.	2.1	19
35	The effects of type of encoding and strength of discounting appeal on the success of ignoring an invalid testimony. European Journal of Social Psychology, 1990, 20, 337-349.	2.4	18
36	If I imagine it, then it happened: The Implicit Truth Value of imaginary representations. Cognition, 2014, 133, 517-529.	2.2	17

#	ARTICLE	IF	CITATIONS
37	Influences of Distrust (and Trust) on Decision Making. <i>Social Cognition</i> , 2015, 33, 414-435.	0.9	17
38	How people cope with uncertainty due to chance or deception. <i>Journal of Experimental Social Psychology</i> , 2007, 43, 91-103.	2.2	15
39	Judging the typicality of an instance: Should the category be accessed first?. <i>Journal of Personality and Social Psychology</i> , 1990, 58, 964-974.	2.8	13
40	Thinking of oneself as an object of observation reduces reliance on metacognitive information.. <i>Journal of Experimental Psychology: General</i> , 2018, 147, 1023-1042.	2.1	13
41	When Strong Evidence Has Less Impact Than Weak Evidence: Bias, Adjustment, and Instructions to Ignore. <i>Social Cognition</i> , 1997, 15, 133-155.	0.9	12
42	The Effects of Accessibility of Standards and Decision Framing on Product Evaluations. <i>Journal of Consumer Psychology</i> , 1995, 4, 61-83.	4.5	11
43	I do not know you and I am keeping it that way: Attachment avoidance and empathic accuracy in the perception of strangers. <i>Personal Relationships</i> , 2011, 18, 321-340.	1.5	11
44	Correction of evident falsehood requires explicit negation.. <i>Journal of Experimental Psychology: General</i> , 2020, 149, 290-310.	2.1	9
45	The informational basis of social judgments: Using past impression rather than the trait description in forming a new impression. <i>Journal of Experimental Social Psychology</i> , 1985, 21, 421-439.	2.2	8
46	Relevance-based selectivity: The case of implicit learning.. <i>Journal of Experimental Psychology: Human Perception and Performance</i> , 2013, 39, 1508-1515.	0.9	8
47	The informational basis of social judgements: Under what conditions are inconsistent trait descriptions processed as easily as consistent ones?. <i>European Journal of Social Psychology</i> , 1983, 13, 143-151.	2.4	7
48	The informational basis of social judgments: Memory for informative and uninformative arguments. <i>Journal of Experimental Social Psychology</i> , 1983, 19, 422-433.	2.2	7
49	The Effect of Expectations on Satisfaction When Feedback About Performance is Not Provided. <i>Social Cognition</i> , 1992, 10, 165-188.	0.9	6
50	The effect of the amount of information and its relevance on memory-based and stimulus-based judgments. <i>Journal of Experimental Social Psychology</i> , 1986, 22, 355-373.	2.2	5
51	Two Sources Are Better Than One: The Effects of Ignoring One Message on Using a Different Message from the Same Source. <i>Journal of Experimental Social Psychology</i> , 1999, 35, 327-345.	2.2	5
52	On the Costs and Benefits of Ignorance: How Performance Satisfaction is Affected by Knowing the Standard Prior to Performance. <i>Personality and Social Psychology Bulletin</i> , 1995, 21, 491-501.	3.0	4
53	How Thinking about the Other Affects Our Reliance on Cognitive Feelings of Ease and Effort: Immediate Discounting and Delayed Utilization. <i>Social Cognition</i> , 2013, 31, 31-56.	0.9	4
54	Preferences, expectations, and behaviours in interpersonal interaction. <i>European Journal of Social Psychology</i> , 1985, 15, 345-352.	2.4	3

#	ARTICLE	IF	CITATIONS
55	In the Aftermath of Invalidation: Shaping Judgment Rules on Learning That Previous Information Was Invalid. <i>Journal of Consumer Psychology</i> , 2000, 9, 213-222.	4.5	3
56	In the Aftermath of Invalidation: Shaping Judgment Rules on Learning That Previous Information Was Invalid. <i>Journal of Consumer Psychology</i> , 2000, 9, 213-222.	4.5	2
57	TESTING THE TURING TEST – DO MEN PASS IT?. <i>International Journal of Modern Physics C</i> , 2004, 15, 1041-1047.	1.7	1
58	Inferring accuracy for judges and items: Choice of unit of analysis reverses the conclusions. <i>Journal of Behavioral Decision Making</i> , 1997, 10, 343-354.	1.7	0
59	One wrong does not justify another: Accepting dual processes by fallacy of false alternatives. <i>Behavioral and Brain Sciences</i> , 2007, 30, 269-270.	0.7	0
60	Applying Ease of Retrieval in Judgments: The Role of Contextual Background. <i>Social Cognition</i> , 2016, 34, 217-237.	0.9	0