

# Claire I Tsai

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/4261177/publications.pdf>

Version: 2024-02-01

16  
papers

604  
citations

933447

10  
h-index

940533

16  
g-index

16  
all docs

16  
docs citations

16  
times ranked

528  
citing authors

| #  | ARTICLE   | IF   | CITATIONS |
|----|---|------|-----------|
| 1  | No Pain, No Gain? How Fluency and Construal Level Affect Consumer Confidence. <i>Journal of Consumer Research</i> , 2011, 37, 807-821.  | 5.1  | 139       |
| 2  | Effects of amount of information on judgment accuracy and confidence. <i>Organizational Behavior and Human Decision Processes</i> , 2008, 107, 97-105.  | 2.5  | 119       |
| 3  | Psychological Distance and Subjective Experience: How Distancing Reduces the Feeling of Difficulty. <i>Journal of Consumer Research</i> , 2012, 39, 324-340.  | 5.1  | 72        |
| 4  | When Does Feeling of Fluency Matter?. <i>Psychological Science</i> , 2011, 22, 348-354.   | 3.3  | 61        |
| 5  | How Price Promotions Influence Postpurchase Consumption Experience over Time. <i>Journal of Consumer Research</i> , 2014, 40, 943-959.  | 5.1  | 56        |
| 6  | From Browsing to Buying and Beyond: The Needs-Adaptive Shopper Journey Model. <i>Journal of the Association for Consumer Research</i> , 2018, 3, 277-293.   | 1.7  | 44        |
| 7  | Predicting Consumption Time: The Role of Event Valence and Unpacking. <i>Journal of Consumer Research</i> , 2011, 38, 459-473.  | 5.1  | 30        |
| 8  | Overpredicting and Underprofiting in Pricing Decisions. <i>Journal of Behavioral Decision Making</i> , 2012, 25, 512-521.   | 1.7  | 18        |
| 9  | Increasing Organ Donor Registrations with Behavioral Interventions: A Field Experiment. <i>Journal of Marketing</i> , 2021, 85, 168-183.  | 11.3 | 18        |
| 10 | Moving citizens online: Using salience & message framing to motivate behavior change. <i>Behavioral Science and Policy</i> , 2015, 1, 57-68.  | 0.4  | 16        |
| 11 | The Effects of Duration Knowledge on Forecasted versus Actual Affective Experiences: Figure 1.. <i>Journal of Consumer Research</i> , 2011, 38, 525-534.  | 5.1  | 8         |
| 12 | Risky but alluring: Severe COVID-19 pandemic influence increases risk taking.. <i>Journal of Experimental Psychology: Applied</i> , 2021, 27, 679-694.  | 1.2  | 8         |
| 13 | A behavioral account of compensation awarding decisions. <i>Journal of Behavioral Decision Making</i> , 2009, 22, 138-152.  | 1.7  | 5         |
| 14 | How Incidental Confidence Influences Self-Interested Behaviors: A Double-Edged Sword. <i>Journal of Behavioral Decision Making</i> , 2017, 30, 1168-1181.   | 1.7  | 5         |
| 15 | Salient knowledge that others are also evaluating reduces judgment extremity. <i>Journal of the Academy of Marketing Science</i> , 2022, 50, 366-387.   | 11.2 | 4         |
| 16 | How Consumption Vocabulary Directs Product Discussions: The Guiding Influence of Feature Labels on Consumers' Communication and Learning about Products in Online Communities. <i>Journal of Marketing Behavior</i> , 2020, 4, 173-202. | 0.4  | 1         |