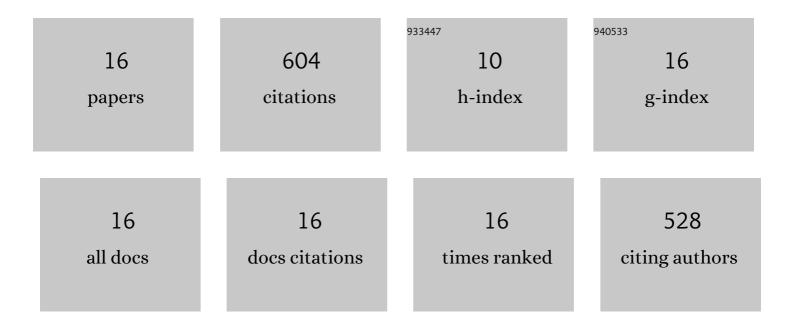
## Claire I Tsai

List of Publications by Year in descending order

Source: https://exaly.com/author-pdf/4261177/publications.pdf Version: 2024-02-01



CLAIDE L TSAL

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