

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	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
2	Increasing Organ Donor Registrations with Behavioral Interventions: A Field Experiment. <i>Journal of Marketing</i> , 2021, 85, 168-183.	11.3	18
3	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
4	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
5	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
6	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
7	Moving citizens online: Using salience & message framing to motivate behavior change. <i>Behavioral Science and Policy</i> , 2015, 1, 57-68.	0.4	16
8	How Price Promotions Influence Postpurchase Consumption Experience over Time. <i>Journal of Consumer Research</i> , 2014, 40, 943-959.	5.1	56
9	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
10	Overpredicting and Underprofiting in Pricing Decisions. <i>Journal of Behavioral Decision Making</i> , 2012, 25, 512-521.	1.7	18
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	Predicting Consumption Time: The Role of Event Valence and Unpacking. <i>Journal of Consumer Research</i> , 2011, 38, 459-473.	5.1	30
13	When Does Feeling of Fluency Matter?. <i>Psychological Science</i> , 2011, 22, 348-354.	3.3	61
14	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
15	A behavioral account of compensation awarding decisions. <i>Journal of Behavioral Decision Making</i> , 2009, 22, 138-152.	1.7	5
16	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