

Caleb Warren

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/4412075/publications.pdf>

Version: 2024-02-01

23
papers

1,947
citations

394421

19
h-index

713466

21
g-index

23
all docs

23
docs citations

23
times ranked

1501
citing authors

#	ARTICLE	IF	CITATIONS
1	Benign Violations. <i>Psychological Science</i> , 2010, 21, 1141-1149.	3.3	421
2	Revisiting External Validity: Concerns about Trolley Problems and Other Sacrificial Dilemmas in Moral Psychology. <i>Social and Personality Psychology Compass</i> , 2014, 8, 536-554.	3.7	190
3	Too Close for Comfort, or Too Far to Care? Finding Humor in Distant Tragedies and Close Mishaps. <i>Psychological Science</i> , 2012, 23, 1215-1223.	3.3	161
4	A megastudy of text-based nudges encouraging patients to get vaccinated at an upcoming doctor's appointment. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2021, 118, .	7.1	154
5	What Makes Things Cool? How Autonomy Influences Perceived Coolness. <i>Journal of Consumer Research</i> , 2014, 41, 543-563.	5.1	144
6	Differentiating what is humorous from what is not.. <i>Journal of Personality and Social Psychology</i> , 2016, 110, 407-430.	2.8	118
7	Brand Coolness. <i>Journal of Marketing</i> , 2019, 83, 36-56.	11.3	114
8	Values and preferences: defining preference construction. <i>Wiley Interdisciplinary Reviews: Cognitive Science</i> , 2011, 2, 193-205.	2.8	101
9	Humorous Complaining. <i>Journal of Consumer Research</i> , 2015, 41, 1153-1171.	5.1	82
10	The Rise and Fall of Humor. <i>Social Psychological and Personality Science</i> , 2014, 5, 566-572.	3.9	70
11	A 680,000-person megastudy of nudges to encourage vaccination in pharmacies. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2022, 119, .	7.1	49
12	Certainty in Language Increases Consumer Engagement on Social Media. <i>Journal of Interactive Marketing</i> , 2021, 53, 32-46.	6.2	48
13	A risk of meaning transfer: Are negative associations more likely to transfer than positive associations?. <i>Social Influence</i> , 2012, 7, 172-192.	1.6	37
14	What Makes Things Funny? An Integrative Review of the Antecedents of Laughter and Amusement. <i>Personality and Social Psychology Review</i> , 2021, 25, 41-65.	6.0	36
15	When Does Humorous Marketing Hurt Brands?. <i>Journal of Marketing Behavior</i> , 2016, 2, 39-67.	0.4	35
16	What makes things humorous. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2015, 112, 7105-7106.	7.1	34
17	Marketing Ideas: How to Write Research Articles that Readers Understand and Cite. <i>Journal of Marketing</i> , 2021, 85, 42-57.	11.3	33
18	The Progress Bias in Goal Pursuit: When One Step Forward Seems Larger than One Step Back. <i>Journal of Consumer Research</i> , 2015, 41, 1316-1331.	5.1	31

#	ARTICLE	IF	CITATIONS
19	Being funny is not enough: the influence of perceived humor and negative emotional reactions on brand attitudes. <i>International Journal of Advertising</i> , 2019, 38, 1025-1045.	6.7	25
20	Humor, Comedy, and Consumer Behavior. <i>Journal of Consumer Research</i> , 0, , .	5.1	23
21	Is Being Emotionally Inexpressive Cool?. <i>Journal of Consumer Psychology</i> , 2018, 28, 560-577.	4.5	21
22	Crazy-Funny-Cool Theory: Divergent Reactions to Unusual Product Designs. <i>Journal of the Association for Consumer Research</i> , 2019, 4, 409-421.	1.7	16
23	A Mega-Study of Text-Message Nudges Encouraging Patients to Get Vaccinated at their Pharmacy. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4