

# Juliano Laran

## List of Publications by Year in descending order

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Version: 2024-02-01

31  
papers

1,495  
citations

361413

20  
h-index

477307

29  
g-index

32  
all docs

32  
docs citations

32  
times ranked

1196  
citing authors

#	ARTICLE	IF	CITATIONS
1	Serendipity: Chance Encounters in the Marketplace Enhance Consumer Satisfaction. <i>Journal of Marketing</i> , 2021, 85, 141-157.	11.3	20
2	Deriving Mental Energy From Task Completion. <i>Frontiers in Psychology</i> , 2021, 12, 717414.	2.1	2
3	Self-control: Information, priorities, and resources. <i>Consumer Psychology Review</i> , 2020, 3, 91-107.	5.5	8
4	How Early-Life Resource Scarcity Influences Self-Confidence and Task Completion Judgments. <i>Journal of the Association for Consumer Research</i> , 2020, 5, 404-414.	1.7	9
5	The Bad Can Be Good: When Benign and Malicious Envy Motivate Goal Pursuit. <i>Journal of Consumer Research</i> , 2019, 46, 388-405.	5.1	46
6	Restricting Choice Freedom Reduces Post-choice Goal Disengagement. <i>Journal of the Association for Consumer Research</i> , 2019, 4, 36-46.	1.7	4
7	Nonconscious Nudges: Encouraging Sustained Goal Pursuit. <i>Journal of Consumer Research</i> , 2019, 46, 307-329.	5.1	11
8	Nobody has to lose: introducing the concurrent identity and goal activation (CIGA) framework. , 2019, , .		1
9	When Public Recognition for Charitable Giving Backfires: The Role of Independent Self-Construal. <i>Journal of Consumer Research</i> , 2018, 44, 1257-1273.	5.1	60
10	Mental Resources Increase Preference for Dissimilar Experiences. <i>Journal of the Association for Consumer Research</i> , 2017, 2, 123-135.	1.7	3
11	Loss of Control and Self-Regulation: The Role of Childhood Lessons. <i>Journal of Consumer Research</i> , 2016, 43, 534-548.	5.1	28
12	How being busy can increase motivation and reduce task completion time.. <i>Journal of Personality and Social Psychology</i> , 2016, 110, 371-384.	2.8	30
13	The Effect of Stress on Consumer Saving and Spending. <i>Journal of Marketing Research</i> , 2016, 53, 814-828.	4.8	94
14	Exploring the Differences between Conscious and Unconscious Goal Pursuit. <i>Journal of Marketing Research</i> , 2016, 53, 442-458.	4.8	30
15	Consumer goal pursuit. <i>Current Opinion in Psychology</i> , 2016, 10, 22-26.	4.9	17
16	Pride and Regulatory Behavior: The Influence of Appraisal Information and Self-Regulatory Goals. <i>Journal of Consumer Research</i> , 2015, 42, 499-514.	5.1	46
17	Hedonic Eating Goals and Emotion: When Sadness Decreases the Desire to Indulge. <i>Journal of Consumer Research</i> , 2014, 41, 135-151.	5.1	63
18	Life-History Strategy, Food Choice, and Caloric Consumption. <i>Psychological Science</i> , 2013, 24, 167-173.	3.3	146

#	ARTICLE	IF	CITATIONS
19	An Investigation of the Effectiveness of Uncertainty in Marketing Promotions Involving Free Gifts. <i>Journal of Marketing</i> , 2013, 77, 112-123.	11.3	102
20	Work or Fun? How Task Construal and Completion Influence Regulatory Behavior. <i>Journal of Consumer Research</i> , 2011, 37, 967-983.	5.1	97
21	The Curious Case of Behavioral Backlash: Why Brands Produce Priming Effects and Slogans Produce Reverse Priming Effects. <i>Journal of Consumer Research</i> , 2011, 37, 999-1014.	5.1	98
22	Choice, Rejection, and Elaboration on Preference-Inconsistent Alternatives. <i>Journal of Consumer Research</i> , 2011, 38, 229-241.	5.1	52
23	The influence of information processing goal pursuit on postdecision affect and behavioral intentions.. <i>Journal of Personality and Social Psychology</i> , 2010, 98, 16-28.	2.8	44
24	Goal Management in Sequential Choices: Consumer Choices for Others Are More Indulgent than Personal Choices. <i>Journal of Consumer Research</i> , 2010, 37, 304-314.	5.1	111
25	Choosing Your Future: Temporal Distance and the Balance between Self-Control and Indulgence. <i>Journal of Consumer Research</i> , 2010, 36, 1002-1015.	5.1	98
26	Behavioral Consistency and Inconsistency in the Resolution of Goal Conflict. <i>Journal of Consumer Research</i> , 2009, 35, 967-984.	5.1	110
27	Asymmetries in the Sequential Learning of Brand Associations: Implications for the Early Entrant Advantage. <i>Journal of Consumer Research</i> , 2009, 35, 788-799.	5.1	15
28	Implications of Expected Changes in the Seller's Price in Name-Your-Own-Price Auctions. <i>Management Science</i> , 2009, 55, 1783-1796.	4.1	27
29	Context-Dependent Effects of Goal Primes. <i>Journal of Consumer Research</i> , 2008, 35, 653-667.	5.1	45
30	Protection of Prior Learning in Complex Consumer Learning Environments. <i>Journal of Consumer Research</i> , 2008, 34, 850-864.	5.1	15
31	The Readability of Marketing Journals: Are Award-Winning Articles Better Written?. <i>Journal of Marketing</i> , 2008, 72, 108-117.	11.3	63