

Jennifer J Argo

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/5215027/publications.pdf>

Version: 2024-02-01

25
papers

2,473
citations

361413

20
h-index

610901

24
g-index

25
all docs

25
docs citations

25
times ranked

1620
citing authors

#	ARTICLE	IF	CITATIONS
1	The Influence of a Mere Social Presence in a Retail Context. <i>Journal of Consumer Research</i> , 2005, 32, 207-212.	5.1	386
2	Embarrassment in Consumer Purchase: The Roles of Social Presence and Purchase Familiarity: Table 1. <i>Journal of Consumer Research</i> , 2001, 28, 473-481.	5.1	294
3	Consumer Contamination: How Consumers React to Products Touched by Others. <i>Journal of Marketing</i> , 2006, 70, 81-94.	11.3	279
4	Positive Consumer Contagion: Responses to Attractive Others in a Retail Context. <i>Journal of Marketing Research</i> , 2008, 45, 690-701.	4.8	205
5	Social Comparison Theory and Deception in the Interpersonal Exchange of Consumption Information. <i>Journal of Consumer Research</i> , 2006, 33, 99-108.	5.1	159
6	Dissociative versus Associative Responses to Social Identity Threat: The Role of Consumer Self-Construal. <i>Journal of Consumer Research</i> , 2012, 39, 704-719.	5.1	146
7	The Influence of Friends on Consumer Spending: The Role of Agency's "Communion Orientation and Self-Monitoring. <i>Journal of Marketing Research</i> , 2011, 48, 741-754.	4.8	142
8	Social identity threat and consumer preferences. <i>Journal of Consumer Psychology</i> , 2009, 19, 313-325.	4.5	130
9	The Recycled Self: Consumers' Disposal Decisions of Identity-Linked Products. <i>Journal of Consumer Research</i> , 2016, 43, 246-264.	5.1	110
10	Stigma by Association in Coupon Redemption: Looking Cheap because of Others. <i>Journal of Consumer Research</i> , 2008, 35, 559-572.	5.1	103
11	When Imitation Doesn't Flatter: The Role of Consumer Distinctiveness in Responses to Mimicry. <i>Journal of Consumer Research</i> , 2011, 38, 667-680.	5.1	84
12	Social Influence in the Retail Context: A Contemporary Review of the Literature. <i>Journal of Retailing</i> , 2020, 96, 25-39.	6.2	78
13	The Motivating Role of Dissociative Out-Groups in Encouraging Positive Consumer Behaviors. <i>Journal of Marketing Research</i> , 2014, 51, 433-447.	4.8	71
14	The Entourage Effect. <i>Journal of Consumer Research</i> , 2014, 40, 871-884.	5.1	46
15	Social Information in the Retail Environment: The Importance of Consumption Alignment, Referent Identity, and Self-Esteem. <i>Journal of Consumer Research</i> , 2012, 38, 860-871.	5.1	45
16	Do the Crime, Always Do the Time? Insights into Consumer-to-Consumer Punishment Decisions. <i>Journal of Consumer Research</i> , 2013, 40, 64-77.	5.1	32
17	Are White Lies as Innocuous as We Think?. <i>Journal of Consumer Research</i> , 2012, 38, 1093-1102.	5.1	31
18	A contemporary review of three types of social influence in consumer psychology. <i>Consumer Psychology Review</i> , 2020, 3, 126-140.	5.5	30

#	ARTICLE	IF	CITATIONS
19	Standards of Beauty: The Impact of Mannequins in the Retail Context. <i>Journal of Consumer Research</i> , 2018, 44, 974-990.	5.1	26
20	When social identity threat leads to the selection of identity-reinforcing options: The role of public self-awareness. <i>Organizational Behavior and Human Decision Processes</i> , 2018, 144, 60-73.	2.5	25
21	Modeling Simultaneous Multiple Goal Pursuit and Adaptation in Consumer Choice. <i>Journal of Marketing Research</i> , 2018, 55, 352-367.	4.8	20
22	Shape and Trait Congruency: Using Appearance-based Cues as a Basis for Product Recommendations. <i>Journal of Consumer Psychology</i> , 2019, 29, 271-284.	4.5	12
23	Deceptive Strategic Identity Support: Misrepresentation of Information to Protect Another Individual's Public Self-Image. <i>Journal of Applied Social Psychology</i> , 2011, 41, 2753-2767.	2.0	11
24	Refining the tightness and looseness framework with a consumer lens. <i>Journal of Consumer Psychology</i> , 2017, 27, 392-397.	4.5	8
25	How do female mannequins impact consumers?. , 2018, , 133-134.		0