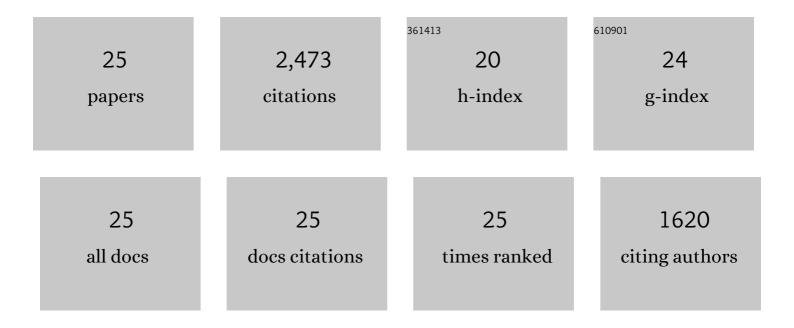
Jennifer J Argo

List of Publications by Year in descending order

Source: https://exaly.com/author-pdf/5215027/publications.pdf Version: 2024-02-01



#	Article	IF	CITATIONS
1	Social Influence in the Retail Context: A Contemporary Review of the Literature. Journal of Retailing, 2020, 96, 25-39.	6.2	78
2	A contemporary review of three types of social influence in consumer psychology. Consumer Psychology Review, 2020, 3, 126-140.	5.5	30
3	Shape―and Traitâ€Congruency: Using Appearanceâ€based Cues as a Basis for Product Recommendations. Journal of Consumer Psychology, 2019, 29, 271-284.	4.5	12
4	Standards of Beauty: The Impact of Mannequins in the Retail Context. Journal of Consumer Research, 2018, 44, 974-990.	5.1	26
5	When social identity threat leads to the selection of identity-reinforcing options: The role of public self-awareness. Organizational Behavior and Human Decision Processes, 2018, 144, 60-73.	2.5	25
6	Modeling Simultaneous Multiple Goal Pursuit and Adaptation in Consumer Choice. Journal of Marketing Research, 2018, 55, 352-367.	4.8	20
7	How do female mannequins impact consumers?. , 2018, , 133-134.		0
8	Refining the tightness and looseness framework with a consumer lens. Journal of Consumer Psychology, 2017, 27, 392-397.	4.5	8
9	The Recycled Self: Consumers' Disposal Decisions of Identity-Linked Products. Journal of Consumer Research, 2016, 43, 246-264.	5.1	110
10	The Motivating Role of Dissociative Out-Groups in Encouraging Positive Consumer Behaviors. Journal of Marketing Research, 2014, 51, 433-447.	4.8	71
11	The Entourage Effect. Journal of Consumer Research, 2014, 40, 871-884.	5.1	46
12	Do the Crime, Always Do the Time? Insights into Consumer-to-Consumer Punishment Decisions. Journal of Consumer Research, 2013, 40, 64-77.	5.1	32
13	Social Information in the Retail Environment: The Importance of Consumption Alignment, Referent Identity, and Self-Esteem. Journal of Consumer Research, 2012, 38, 860-871.	5.1	45
14	Dissociative versus Associative Responses to Social Identity Threat: The Role of Consumer Self-Construal. Journal of Consumer Research, 2012, 39, 704-719.	5.1	146
15	Are White Lies as Innocuous as We Think?. Journal of Consumer Research, 2012, 38, 1093-1102.	5.1	31
16	Deceptive Strategic Identity Support: Misrepresentation of Information to Protect Another Individual's Public Self-Image1. Journal of Applied Social Psychology, 2011, 41, 2753-2767.	2.0	11
17	The Influence of Friends on Consumer Spending: The Role of Agency–Communion Orientation and Self-Monitoring. Journal of Marketing Research, 2011, 48, 741-754.	4.8	142
18	When Imitation Doesn't Flatter: The Role of Consumer Distinctiveness in Responses to Mimicry. Journal of Consumer Research, 2011, 38, 667-680.	5.1	84

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#	Article	IF	CITATIONS
19	Social identity threat and consumer preferences. Journal of Consumer Psychology, 2009, 19, 313-325.	4.5	130
20	Stigma by Association in Coupon Redemption: Looking Cheap because of Others. Journal of Consumer Research, 2008, 35, 559-572.	5.1	103
21	Positive Consumer Contagion: Responses to Attractive Others in a Retail Context. Journal of Marketing Research, 2008, 45, 690-701.	4.8	205
22	Consumer Contamination: How Consumers React to Products Touched by Others. Journal of Marketing, 2006, 70, 81-94.	11.3	279
23	Social Comparison Theory and Deception in the Interpersonal Exchange of Consumption Information. Journal of Consumer Research, 2006, 33, 99-108.	5.1	159
24	The Influence of a Mere Social Presence in a Retail Context. Journal of Consumer Research, 2005, 32, 207-212.	5.1	386
25	Embarrassment in Consumer Purchase: The Roles of Social Presence and Purchase Familiarity: Table 1. Journal of Consumer Research, 2001, 28, 473-481.	5.1	294