

# Wendy Wood

## List of Publications by Year in descending order

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Version: 2024-02-01

111  
papers

22,658  
citations

19608

61  
h-index

28224

105  
g-index

127  
all docs

127  
docs citations

127  
times ranked

14964  
citing authors

#	ARTICLE	IF	CITATIONS
1	Habit and intention in everyday life: The multiple processes by which past behavior predicts future behavior.. Psychological Bulletin, 1998, 124, 54-74.	5.5	2,554
2	The origins of sex differences in human behavior: Evolved dispositions versus social roles.. American Psychologist, 1999, 54, 408-423.	3.8	1,456
3	A cross-cultural analysis of the behavior of women and men: Implications for the origins of sex differences.. Psychological Bulletin, 2002, 128, 699-727.	5.5	1,051
4	A new look at habits and the habit-goal interface.. Psychological Review, 2007, 114, 843-863.	2.7	1,008
5	Psychology of Habit. Annual Review of Psychology, 2016, 67, 289-314.	9.9	888
6	Interventions to Break and Create Consumer Habits. Journal of Public Policy and Marketing, 2006, 25, 90-103.	2.2	831
7	Attitude Change: Persuasion and Social Influence. Annual Review of Psychology, 2000, 51, 539-570.	9.9	753
8	Habits in everyday life: Thought, emotion, and action.. Journal of Personality and Social Psychology, 2002, 83, 1281-1297.	2.6	730
9	Explaining Sex Differences in Social Behavior: A Meta-Analytic Perspective. Personality and Social Psychology Bulletin, 1991, 17, 306-315.	1.9	637
10	Social Role Theory. , 0, , 458-476.		599
11	Changing circumstances, disrupting habits.. Journal of Personality and Social Psychology, 2005, 88, 918-933.	2.6	537
12	Sex differences in intensity of emotional experience: A social role interpretation.. Journal of Personality and Social Psychology, 1993, 65, 1010-1022.	2.6	473
13	Causal inferences about communicators and their effect on opinion change.. Journal of Personality and Social Psychology, 1978, 36, 424-435.	2.6	469
14	Minority influence: A meta-analytic review of social influence processes.. Psychological Bulletin, 1994, 115, 323-345.	5.5	443
15	Habitsâ€™A Repeat Performance. Current Directions in Psychological Science, 2006, 15, 198-202.	2.8	423
16	The habitual consumer. Journal of Consumer Psychology, 2009, 19, 579-592.	3.2	408
17	Biosocial Construction of Sex Differences and Similarities in Behavior. Advances in Experimental Social Psychology, 2012, 46, 55-123.	2.0	396
18	Why Donâ€™t We Practice What We Preach? A Meta-Analytic Review of Religious Racism. Personality and Social Psychology Review, 2010, 14, 126-139.	3.4	349

#	ARTICLE	IF	CITATIONS
19	How do habits guide behavior? Perceived and actual triggers of habits in daily life. <i>Journal of Experimental Social Psychology</i> , 2012, 48, 492-498.	1.3	300
20	The Nature&#x201c;Nurture Debates. <i>Perspectives on Psychological Science</i> , 2013, 8, 340-357.	5.2	298
21	The Pull of the Past. <i>Personality and Social Psychology Bulletin</i> , 2011, 37, 1428-1437.	1.9	290
22	Sex differences in positive well-being: A consideration of emotional style and marital status.. <i>Psychological Bulletin</i> , 1989, 106, 249-264.	5.5	288
23	Reflective and Automatic Processes in the Initiation and Maintenance of Dietary Change. <i>Annals of Behavioral Medicine</i> , 2009, 38, 4-17.	1.7	273
24	Retrieval of attitude-relevant information from memory: Effects on susceptibility to persuasion and on intrinsic motivation.. <i>Journal of Personality and Social Psychology</i> , 1982, 42, 798-810.	2.6	261
25	Effects of media violence on viewers' aggression in unconstrained social interaction.. <i>Psychological Bulletin</i> , 1991, 109, 371-383.	5.5	244
26	Purchase and Consumption Habits: Not Necessarily What You Intend. <i>Journal of Consumer Psychology</i> , 2007, 17, 261-276.	3.2	243
27	Immersive virtual environments versus physical built environments: A benchmarking study for building design and user-built environment explorations. <i>Automation in Construction</i> , 2015, 54, 116-126.	4.8	242
28	Social Norms and Identity Relevance: A Motivational Approach to Normative Behavior. <i>Personality and Social Psychology Bulletin</i> , 2004, 30, 1295-1309.	1.9	237
29	Can&#x201c;t Control Yourself? Monitor Those Bad Habits. <i>Personality and Social Psychology Bulletin</i> , 2010, 36, 499-511.	1.9	223
30	Cognitive Dissonance in Groups: The Consequences of Disagreement.. <i>Journal of Personality and Social Psychology</i> , 2005, 88, 22-37.	2.6	218
31	Healthy through habit: Interventions for initiating & maintaining health behavior change. <i>Behavioral Science and Policy</i> , 2016, 2, 71-83.	1.8	215
32	Sex differences in interaction style as a product of perceived sex differences in competence.. <i>Journal of Personality and Social Psychology</i> , 1986, 50, 341-347.	2.6	211
33	Conformity to sex-typed norms, affect, and the self-concept.. <i>Journal of Personality and Social Psychology</i> , 1997, 73, 523-535.	2.6	203
34	Meta-analytic review of sex differences in group performance.. <i>Psychological Bulletin</i> , 1987, 102, 53-71.	5.5	197
35	Access to attitude-relevant information in memory as a determinant of persuasion: The role of message attributes. <i>Journal of Experimental Social Psychology</i> , 1985, 21, 73-85.	1.3	194
36	How do people adhere to goals when willpower is low? The profits (and pitfalls) of strong habits.. <i>Journal of Personality and Social Psychology</i> , 2013, 104, 959-975.	2.6	189

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37	Inferred sex differences in status as a determinant of gender stereotypes about social influence.. Journal of Personality and Social Psychology, 1982, 43, 915-928.	2.6	186
38	Two Traditions of Research on Gender Identity. Sex Roles, 2015, 73, 461-473.	1.4	186
39	Habit in Personality and Social Psychology. Personality and Social Psychology Review, 2017, 21, 389-403.	3.4	183
40	Access to attitude-relevant information in memory as a determinant of attitude-behavior consistency. Journal of Experimental Social Psychology, 1986, 22, 328-338.	1.3	157
41	Sex differences in intensity of emotional experience: a social role interpretation. Journal of Personality and Social Psychology, 1993, 65, 1010-22.	2.6	152
42	Meta-Analysis of Menstrual Cycle Effects on Women's Mate Preferences. Emotion Review, 2014, 6, 229-249.	2.1	147
43	Communicator Attributes and Persuasion. Personality and Social Psychology Bulletin, 1988, 14, 172-182.	1.9	129
44	Habit formation and change. Current Opinion in Behavioral Sciences, 2018, 20, 117-122.	2.0	126
45	Turnout as a Habit. Political Behavior, 2011, 33, 535-563.	1.7	122
46	Forewarned and forearmed? Two meta-analysis syntheses of forewarnings of influence appeals.. Psychological Bulletin, 2003, 129, 119-138.	5.5	111
47	Self-regulation of Gendered Behavior in Everyday Life. Sex Roles, 2010, 62, 635-646.	1.4	109
48	Habits in everyday life: thought, emotion, and action. Journal of Personality and Social Psychology, 2002, 83, 1281-97.	2.6	100
49	Gender Stereotypes and the Evaluation of Men and Women in Military Training. Journal of Social Issues, 2001, 57, 689-705.	1.9	98
50	Do stressed mothers have heavier children? A meta-analysis on the relationship between maternal stress and child body mass index. Obesity Reviews, 2015, 16, 351-361.	3.1	94
51	Healthy eating habits protect against temptations. Appetite, 2016, 103, 432-440.	1.8	94
52	Stages in the analysis of persuasive messages: The role of causal attributions and message comprehension.. Journal of Personality and Social Psychology, 1981, 40, 246-259.	2.6	90
53	Sex differences in conformity: Surveillance by the group as a determinant of male nonconformity.. Journal of Personality and Social Psychology, 1981, 40, 384-394.	2.6	90
54	Self-esteem and intelligence affect influenceability: The mediating role of message reception.. Psychological Bulletin, 1992, 111, 156-171.	5.5	89

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55	The self-esteem motive in social influence: Agreement with valued majorities and disagreement with derogated minorities.. Journal of Personality and Social Psychology, 1998, 75, 967-975.	2.6	80
56	Feminism and the Evolution of Sex Differences and Similarities. Sex Roles, 2011, 64, 758-767.	1.4	80
57	Hale and Hearty Policies. Perspectives on Psychological Science, 2015, 10, 701-705.	5.2	79
58	Experiential or Material Purchases? Social Class Determines Purchase Happiness. Psychological Science, 2018, 29, 1031-1039.	1.8	74
59	Self-definition, defensive processing, and influence: The normative impact of majority and minority groups.. Journal of Personality and Social Psychology, 1996, 71, 1181-1193.	2.6	73
60	How Women Cope: Being a Numerical Minority in a Male-Dominated Profession. Journal of Social Issues, 2011, 67, 492-509.	1.9	73
61	Social Influence on consumer decisions: Motives, modes, and consequences. Journal of Consumer Psychology, 2012, 22, 324-328.	3.2	71
62	Working Knowledge, Cognitive Processing, and Attitudes: On the Determinants of Bias. Personality and Social Psychology Bulletin, 1996, 22, 547-556.	1.9	70
63	Sex differences in group task performance.. Journal of Personality and Social Psychology, 1985, 48, 63-71.	2.6	69
64	Habit slips: when consumers unintentionally resist new products. Journal of the Academy of Marketing Science, 2017, 45, 119-133.	7.2	65
65	Behavioral Styles and the Influence of Women in Mixed-Sex Groups. Social Psychology Quarterly, 1996, 59, 284.	1.4	60
66	Incentives Activate a Control Mind-Set: Good for Deliberate Behaviors, Bad for Habit Performance. Journal of the Association for Consumer Research, 2017, 2, 279-290.	1.0	55
67	Mind your mannerisms: Behavioral mimicry elicits stereotype conformity. Journal of Experimental Social Psychology, 2011, 47, 195-201.	1.3	54
68	Beyond Sexist Beliefs. Personality and Social Psychology Bulletin, 2015, 41, 943-954.	1.9	51
69	Special Issue Editors' Statement: Helping Consumers Help Themselves. Journal of Public Policy and Marketing, 2006, 25, 1-7.	2.2	45
70	Women, men, and positive emotions: A social role interpretation. , 2000, , 189-210.		44
71	Habits and Goals in Human Behavior: Separate but Interacting Systems. Perspectives on Psychological Science, 2022, 17, 590-605.	5.2	44
72	Elusiveness of menstrual cycle effects on mate preferences: Comment on Gildersleeve, Haselton, and Fales (2014).. Psychological Bulletin, 2014, 140, 1265-1271.	5.5	42

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73	Strategies of influence in close relationships. <i>Journal of Experimental Social Psychology</i> , 2002, 38, 459-472.	1.3	41
74	Influence of LEED branding on building occupants' pro-environmental behavior. <i>Building and Environment</i> , 2015, 94, 477-488.	3.0	41
75	What measures of habit strength to use? Comment on Gardner (2015). <i>Health Psychology Review</i> , 2015, 9, 303-310.	4.4	38
76	When attitudes and habits don't correspond: Self-control depletion increases persuasion but not behavior. <i>Journal of Experimental Social Psychology</i> , 2018, 75, 1-10.	1.3	38
77	A Study of Emotional Contagion with Virtual Characters. <i>Lecture Notes in Computer Science</i> , 2012, , 81-88.	1.0	38
78	Habits and the Structure of Motivation in Everyday Life. , 2004, , 55-70.		37
79	Defining Habit in Psychology. , 2018, , 13-29.		37
80	Research Opportunities in Emerging Markets: an Inter-disciplinary Perspective from Marketing, Economics, and Psychology. <i>Customer Needs and Solutions</i> , 2015, 2, 264-276.	0.5	36
81	Habits and the electronic herd: The psychology behind social media's successes and failures. <i>Consumer Psychology Review</i> , 2021, 4, 83-99.	3.4	34
82	Exploring the effectiveness of social messages on promoting energy conservation behavior in buildings. <i>Building and Environment</i> , 2016, 102, 83-94.	3.0	31
83	How Context Affects Choice. <i>Customer Needs and Solutions</i> , 2018, 5, 3-14.	0.5	27
84	Structural Consistency and the Deduction of Novel from Existing Attitudes. <i>Journal of Experimental Social Psychology</i> , 1998, 34, 66-89.	1.3	23
85	Universal sex differences across patriarchal cultures & evolved psychological dispositions. <i>Behavioral and Brain Sciences</i> , 2005, 28, 281-283.	0.4	23
86	Feminism and Evolutionary Psychology: Moving Forward. <i>Sex Roles</i> , 2013, 69, 549-556.	1.4	23
87	Biology or Culture Alone Cannot Account for Human Sex Differences and Similarities. <i>Psychological Inquiry</i> , 2013, 24, 241-247.	0.4	22
88	Sex Differences in Interaction Style in Task Groups. , 1992, , 97-121.		22
89	Extraversion as a moderator of the cognitive dissonance associated with disagreement. <i>Personality and Individual Differences</i> , 2008, 45, 401-405.	1.6	19
90	Once again, the origins of sex differences.. <i>American Psychologist</i> , 2000, 55, 1062-1063.	3.8	16

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91	The origins of aggression sex differences: Evolved dispositions versus social roles. Behavioral and Brain Sciences, 1999, 22, 223-224.	0.4	13
92	Human-Building Interaction for Energy Conservation in Office Buildings. , 2012, , .		13
93	Sexual selection does not provide an adequate theory of sex differences in aggression. Behavioral and Brain Sciences, 2009, 32, 276-277.	0.4	12
94	TESLA: an extended study of an energy-saving agent that leverages schedule flexibility. Autonomous Agents and Multi-Agent Systems, 2014, 28, 605-636.	1.3	12
95	Janet Taylor Spence: Innovator in the Study of Gender. Sex Roles, 2017, 77, 725-733.	1.4	12
96	Group value learned through interactions with members: A reinforcement learning account. Journal of Experimental Social Psychology, 2022, 99, 104267.	1.3	10
97	Illusory Feelings, Elusive Habits: People Overlook Habits in Explanations of Behavior. Psychological Science, 2022, 33, 563-578.	1.8	7
98	Gender Identity: Nature and Nurture Working Together. Evolutionary Studies in Imaginative Culture, 2017, 1, 59-62.	0.1	6
99	Author Reply: Once Again, Menstrual Cycles and Mate Preferences. Emotion Review, 2014, 6, 258-260.	2.1	5
100	Gender Identity: Nature and Nurture Working Together. Evolutionary Studies in Imaginative Culture, 2017, 1, 59-62.	0.1	5
101	Linking addictions to everyday habits and plans. Behavioral and Brain Sciences, 2008, 31, 455-456.	0.4	4
102	Introduction to Special Issue: The Habit-Driven Consumer. Journal of the Association for Consumer Research, 2017, 2, 275-278.	1.0	4
103	Authors' Reply: Commentaries on Wood & Eagly's (2015) "Two Traditions of Research on Gender Identity" Sex Roles, 2015, 73, 497-501.	1.4	3
104	Reply to Gangestad's (2016) Comment on Wood, Kressel, Joshi, and Louie (2014). Emotion Review, 2016, 8, 90-94.	2.1	2
105	Ideological group influence: central role of message meaning. Social Influence, 2018, 13, 1-17.	0.9	2
106	Maintenance of Healthy Behaviors. , 2015, , 69-100.		2
107	The Unintentional Nonconformist: Habits Promote Resistance to Social influence. Personality and Social Psychology Bulletin, 2023, 49, 1058-1070.	1.9	2
108	Editorial: On the Nature and Scope of Habits and Model-Free Control. Frontiers in Psychology, 2021, 12, 760841.	1.1	1

#	ARTICLE	IF	CITATIONS
109	Randomised controlled trial targeting habit formation to improve medication adherence to daily oral medications in patients with gout. <i>BMJ Open</i> , 2021, 11, e055930.	0.8	1
110	Generalizing sociology.. <i>PsycCritiques</i> , 1990, 35, 383-385.	0.0	0
111	Quantitative Research Synthesis: Examining Study Outcomes over Samples, Settings, and Time. , 0, , 335-356.		0