

Laurence Ashworth

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/5829640/publications.pdf>

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11
papers

723
citations

1163117

8
h-index

1281871

11
g-index

11
all docs

11
docs citations

11
times ranked

676
citing authors

#	ARTICLE	IF	CITATIONS
1	Looking forward, looking back: Anticipation is more evocative than retrospection.. Journal of Experimental Psychology: General, 2007, 136, 289-300.	2.1	181
2	Marketing Dataveillance and Digital Privacy: Using Theories of Justice to Understand Consumers's™ Online Privacy Concerns. Journal of Business Ethics, 2006, 67, 107-123.	6.0	142
3	No One Wants to Look Cheap: Trade-Offs Between Social Disincentives and the Economic and Psychological Incentives to Redeem Coupons. Journal of Consumer Psychology, 2005, 15, 295-306.	4.5	134
4	Great expectations and broken promises: misleading claims, product failure, expectancy disconfirmation and consumer distrust. Journal of the Academy of Marketing Science, 2010, 38, 347-362.	11.2	108
5	Why Do We Care What Others Pay? The Effect of Other Consumers's™ Prices on Inferences of Seller (Dis)Respect and Perceptions of Deservingness Violation. Journal of Retailing, 2012, 88, 145-155.	6.2	60
6	Damage from Corrective Advertising: Causes and Cures. Journal of Marketing, 2008, 72, 81-97.	11.3	46
7	Risking the self: the impact of self-esteem on negative word-of-mouth behavior. Marketing Letters, 2018, 29, 101-113.	2.9	20
8	I should have known better!: When firm-caused failure leads to self-image concerns and reduces negative word-of-mouth. Journal of Business Research, 2020, 116, 283-293.	10.2	12
9	The Role of Dominance in the Appeal of Violent Media Depictions. Journal of Advertising, 2010, 39, 121-134.	6.6	7
10	The rules of exchange: The role of an exchange surplus in producing the endowment effect. Organizational Behavior and Human Decision Processes, 2019, 152, 11-24.	2.5	7
11	Inferred respect: a critical ingredient in customer satisfaction. European Journal of Marketing, 2020, 54, 2447-2476.	2.9	6