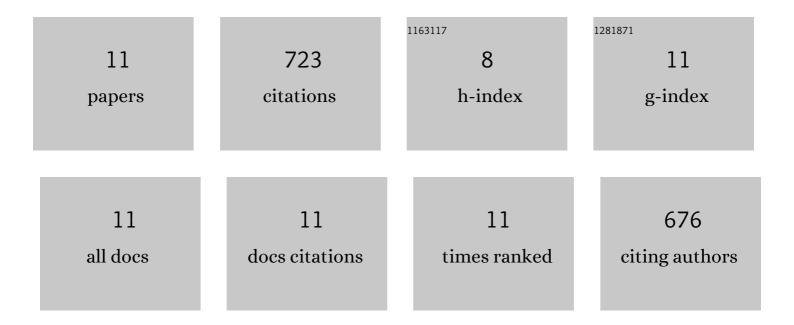
Laurence Ashworth

List of Publications by Year in descending order

Source: https://exaly.com/author-pdf/5829640/publications.pdf Version: 2024-02-01



| # | Article | IF | CITATIONS |
|----|--|------|-----------|
| 1 | Inferred respect: a critical ingredient in customer satisfaction. European Journal of Marketing, 2020, 54, 2447-2476. | 2.9 | 6 |
| 2 | 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 |
| 3 | 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 |
| 4 | Risking the self: the impact of self-esteem on negative word-of-mouth behavior. Marketing Letters, 2018, 29, 101-113. | 2.9 | 20 |
| 5 | Why Do We Care What Others Pay? The Effect of Other Consumers' Prices on Inferences of Seller (Dis)Respect and Perceptions of Deservingness Violation. Journal of Retailing, 2012, 88, 145-155. | 6.2 | 60 |
| 6 | 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 |
| 7 | The Role of Dominance in the Appeal of Violent Media Depictions. Journal of Advertising, 2010, 39, 121-134. | 6.6 | 7 |
| 8 | Damage from Corrective Advertising: Causes and Cures. Journal of Marketing, 2008, 72, 81-97. | 11.3 | 46 |
| 9 | Looking forward, looking back: Anticipation is more evocative than retrospection Journal of Experimental Psychology: General, 2007, 136, 289-300. | 2.1 | 181 |
| 10 | Marketing Dataveillance and Digital Privacy: Using Theories of Justice to Understand Consumers' Online Privacy Concerns. Journal of Business Ethics, 2006, 67, 107-123. | 6.0 | 142 |
| 11 | 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 |