

# Laurence Ashworth

## List of Publications by Year in descending order

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

Version: 2024-02-01

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	Inferred respect: a critical ingredient in customer satisfaction. <i>European Journal of Marketing</i> , 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. <i>Journal of Business Research</i> , 2020, 116, 283-293.	10.2	12
3	The rules of exchange: The role of an exchange surplus in producing the endowment effect. <i>Organizational Behavior and Human Decision Processes</i> , 2019, 152, 11-24.	2.5	7
4	Risking the self: the impact of self-esteem on negative word-of-mouth behavior. <i>Marketing Letters</i> , 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. <i>Journal of Retailing</i> , 2012, 88, 145-155.	6.2	60
6	Great expectations and broken promises: misleading claims, product failure, expectancy disconfirmation and consumer distrust. <i>Journal of the Academy of Marketing Science</i> , 2010, 38, 347-362.	11.2	108
7	The Role of Dominance in the Appeal of Violent Media Depictions. <i>Journal of Advertising</i> , 2010, 39, 121-134.	6.6	7
8	Damage from Corrective Advertising: Causes and Cures. <i>Journal of Marketing</i> , 2008, 72, 81-97.	11.3	46
9	Looking forward, looking back: Anticipation is more evocative than retrospection.. <i>Journal of Experimental Psychology: General</i> , 2007, 136, 289-300.	2.1	181
10	Marketing Dataveillance and Digital Privacy: Using Theories of Justice to Understand Consumers' Online Privacy Concerns. <i>Journal of Business Ethics</i> , 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. <i>Journal of Consumer Psychology</i> , 2005, 15, 295-306.	4.5	134