

Kim P Corfman

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/595931/publications.pdf>

Version: 2024-02-01

20
papers

1,157
citations

567281

15
h-index

752698

20
g-index

21
all docs

21
docs citations

21
times ranked

781
citing authors

#	ARTICLE	IF	CITATIONS
1	Models of Cooperative Group Decision-Making and Relative Influence: An Experimental Investigation of Family Purchase Decisions. <i>Journal of Consumer Research</i> , 1987, 14, 1.	5.1	226
2	Is Happiness Shared Doubled and Sadness Shared Halved? Social Influence on Enjoyment of Hedonic Experiences. <i>Journal of Marketing Research</i> , 2006, 43, 386-394.	4.8	192
3	Informational Properties of Anxiety and Sadness, and Displaced Coping. <i>Journal of Consumer Research</i> , 2006, 32, 596-601.	5.1	164
4	When Do Price Promotions Affect Pretrial Brand Evaluations?. <i>Journal of Marketing Research</i> , 1999, 36, 211.	4.8	117
5	The Importance of Others' Welfare in Evaluating Bargaining Outcomes. <i>Journal of Consumer Research</i> , 1993, 20, 124.	5.1	70
6	A Little Something for Me and Maybe for You, Too: Promotions that Relieve Guilt. <i>Marketing Letters</i> , 2010, 21, 385-395.	2.9	48
7	Understanding managers' strategic decision-making process. <i>Marketing Letters</i> , 1994, 5, 413-426.	2.9	38
8	The Prisoner's Dilemma and the Role of Information in Setting Advertising Budgets. <i>Journal of Advertising</i> , 1994, 23, 35-48.	6.6	36
9	Comparability and Comparison Levels used in Choices among Consumer Products. <i>Journal of Marketing Research</i> , 1991, 28, 368-374.	4.8	34
10	Comparability and Comparison Levels Used in Choices among Consumer Products. <i>Journal of Marketing Research</i> , 1991, 28, 368.	4.8	34
11	Perceptions of Relative Influence: Formation and Measurement. <i>Journal of Marketing Research</i> , 1991, 28, 125.	4.8	33
12	Perceptions of Relative Influence: Formation and Measurement. <i>Journal of Marketing Research</i> , 1991, 28, 125-136.	4.8	32
13	Sadness as Pleasure-Seeking Prime and Anxiety as Attentiveness Prime: The "Different Affect" (DADE) Model. <i>Motivation and Emotion</i> , 2004, 28, 23-41.	1.3	30
14	Thinking About Values in Prospect and Retrospect: Maximizing Experienced Utility. <i>Marketing Letters</i> , 1997, 8, 323-334.	2.9	27
15	The influence of member heterogeneity on dyad judgment: Are two heads better than one?. <i>Marketing Letters</i> , 1995, 6, 23-32.	2.9	24
16	Chapter 3 Mathematical models of group choice and negotiations. <i>Handbooks in Operations Research and Management Science</i> , 1993, , 83-142.	0.6	14
17	The effect of consumer emotional disclosure on fairness perceptions. <i>Psychology and Marketing</i> , 2011, 28, 897-908.	8.2	13
18	Estimating probabilistic choice models from sparse data: A method and an application to groups.. <i>Psychological Bulletin</i> , 1988, 103, 131-139.	6.1	10

#	ARTICLE	IF	CITATIONS
19	Longitudinal Patterns of Group Decisions: An Exploratory Analysis. <i>Multivariate Behavioral Research</i> , 1990, 25, 249-273.	3.1	8
20	Prospects and problems in modeling group decisions. <i>Marketing Letters</i> , 1991, 2, 231-240.	2.9	7