

David J Hardisty

List of Publications by Year in descending order

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Version: 2024-02-01

23
papers

1,921
citations

567281

15
h-index

752698

20
g-index

23
all docs

23
docs citations

23
times ranked

1688
citing authors

#	ARTICLE	IF	CITATIONS
1	Understanding and Neutralizing the Expense Prediction Bias: The Role of Accessibility, Typicality, and Skewness. <i>Journal of Marketing Research</i> , 2022, 59, 435-452.	4.8	5
2	Shifting consumer behavior to address climate change. <i>Current Opinion in Psychology</i> , 2021, 42, 108-113.	4.9	26
3	Impatience and Savoring vs. Dread: Asymmetries in Anticipation Explain Consumer Time Preferences for Positive vs. Negative Events. <i>Journal of Consumer Psychology</i> , 2020, 30, 598-613.	4.5	29
4	Easy, breezy, risky: Lay investors fail to diversify because correlated assets feel more fluent and less risky. <i>Organizational Behavior and Human Decision Processes</i> , 2019, 153, 103-117.	2.5	9
5	The Sign Effect in Past and Future Discounting. <i>Psychological Science</i> , 2019, 30, 1674-1695.	3.3	18
6	A carbon price by another name may seem sweeter: Consumers prefer upstream offsets to downstream taxes. <i>Journal of Environmental Psychology</i> , 2019, 66, 101342.	5.1	23
7	How to SHIFT Consumer Behaviors to be More Sustainable: A Literature Review and Guiding Framework. <i>Journal of Marketing</i> , 2019, 83, 22-49.	11.3	782
8	Intertemporal Uncertainty Avoidance: When the Future Is Uncertain, People Prefer the Present, and When the Present Is Uncertain, People Prefer the Future. <i>Management Science</i> , 2017, 63, 519-527.	4.1	31
9	The Value of Nothing: Asymmetric Attention to Opportunity Costs Drives Intertemporal Decision Making. <i>Management Science</i> , 2017, 63, 4277-4297.	4.1	39
10	A typology of time-scale mismatches and behavioral interventions to diagnose and solve conservation problems. <i>Conservation Biology</i> , 2016, 30, 42-49.	4.7	31
11	Intertemporal Uncertainty Avoidance: When the Future is Uncertain, People Prefer the Present, and When the Present is Uncertain, People Prefer the Future. <i>SSRN Electronic Journal</i> , 2015, , .	0.4	25
12	Good or Bad, We Want it Now: Fixed-Cost Present Bias for Gains and Losses Explains Magnitude Asymmetries in Intertemporal Choice. <i>Journal of Behavioral Decision Making</i> , 2013, 26, 348-361.	1.7	81
13	About time: An integrative approach to effective environmental policy. <i>Global Environmental Change</i> , 2012, 22, 684-694.	7.8	14
14	Good or Bad, We Want it Now: Fixed-Cost Present Bias for Gains and Losses Explains Magnitude Asymmetries in Intertemporal Choice. <i>SSRN Electronic Journal</i> , 2012, , .	0.4	41
15	To cooperate or not to cooperate: Using new methodologies and frameworks to understand how affiliation influences cooperation in the present and future. <i>Journal of Economic Psychology</i> , 2012, 33, 842-853.	2.2	26
16	How to Measure Discount Rates? An Experimental Comparison of Three Methods. <i>SSRN Electronic Journal</i> , 2011, , .	0.4	10
17	Asymmetric discounting of gains and losses: A query theory account. <i>Journal of Risk and Uncertainty</i> , 2011, 43, 107-126.	1.5	71
18	A Dirty Word or a Dirty World?. <i>Psychological Science</i> , 2010, 21, 86-92.	3.3	337

#	ARTICLE	IF	CITATIONS
19	Discounting future green: Money versus the environment.. Journal of Experimental Psychology: General, 2009, 138, 329-340.	2.1	290
20	Diffusion of treatment research: does open access matter?. Journal of Clinical Psychology, 2008, 64, 821-839.	1.9	24
21	Dread Looms Larger than Pleasurable Anticipation. SSRN Electronic Journal, 0, , .	0.4	3
22	Encouraging Energy Efficiency: Product Labels Activate Temporal Tradeoffs. SSRN Electronic Journal, 0, , .	0.4	5
23	Consumer matching costs to context: Status quo bias, temporal framing, and household energy decisions. Journal of Consumer Behaviour, 0, , .	4.2	1