

Christopher K Hsee

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/6411102/publications.pdf>

Version: 2024-02-01

37
papers

3,260
citations

394421

19
h-index

434195

31
g-index

37
all docs

37
docs citations

37
times ranked

2358
citing authors

#	ARTICLE	IF	CITATIONS
1	A Dragging-Down Effect: Consumer Decisions in Response to Price Increases. <i>Journal of Consumer Research</i> , 2021, 47, 772-786.	5.1	4
2	Bounded Rationality in Strategic Decisions: Undershooting in a Resource Pool-Choice Dilemma. <i>Management Science</i> , 2021, 67, 6553-6567.	4.1	6
3	Prediction Biases: An Integrative Review. <i>Current Directions in Psychological Science</i> , 2021, 30, 195-201.	5.3	3
4	The Fun and Function of Uncertainty: Uncertain Incentives Reinforce Repetition Decisions. <i>Journal of Consumer Research</i> , 2019, 46, 69-81.	5.1	53
5	Less willing to pay but more willing to buy: How the elicitation method impacts the valuation of a promotion. <i>Journal of Behavioral Decision Making</i> , 2019, 32, 334-345.	1.7	3
6	Idleness versus busyness. <i>Current Opinion in Psychology</i> , 2019, 26, 15-18.	4.9	15
7	Numerical Nudging: Using an Accelerating Score to Enhance Performance. <i>Psychological Science</i> , 2017, 28, 1077-1086.	3.3	13
8	The Role of Hedonic Behavior in Reducing Perceived Risk. <i>Psychological Science</i> , 2017, 28, 23-35.	3.3	27
9	Hedonic nondurability revisited: A case for two types.. <i>Journal of Experimental Psychology: General</i> , 2017, 146, 1749-1760.	2.1	4
10	Consumer happiness derived from inherent preferences versus learned preferences. <i>Current Opinion in Psychology</i> , 2016, 10, 83-88.	4.9	15
11	The Pandora Effect. <i>Psychological Science</i> , 2016, 27, 659-666.	3.3	126
12	Approach aversion: Negative hedonic reactions toward approaching stimuli.. <i>Journal of Personality and Social Psychology</i> , 2014, 106, 699-712.	2.8	45
13	Overearning. <i>Psychological Science</i> , 2013, 24, 852-859.	3.3	43
14	Unit Asking. <i>Psychological Science</i> , 2013, 24, 1801-1808.	3.3	46
15	The AB Identification Survey: Identifying Absolute versus Relative Determinants of Happiness. <i>Journal of Happiness Studies</i> , 2012, 13, 729-744.	3.2	13
16	Overpredicting and Underprofiting in Pricing Decisions. <i>Journal of Behavioral Decision Making</i> , 2012, 25, 512-521.	1.7	18
17	The supremacy of singular subjectivity: Improving decision quality by removing objective specifications and direct comparisons. <i>Journal of Consumer Psychology</i> , 2011, 21, 393-404.	4.5	12
18	General Evaluability Theory. <i>Perspectives on Psychological Science</i> , 2010, 5, 343-355.	9.0	275

#	ARTICLE	IF	CITATIONS
19	Idleness Aversion and the Need for Justifiable Busyness. <i>Psychological Science</i> , 2010, 21, 926-930.	3.3	90
20	A behavioral account of compensation awarding decisions. <i>Journal of Behavioral Decision Making</i> , 2009, 22, 138-152.	1.7	5
21	Hedonomics: Bridging Decision Research With Happiness Research. <i>Perspectives on Psychological Science</i> , 2008, 3, 224-243.	9.0	53
22	Decision and experience: why don't we choose what makes us happy?. <i>Trends in Cognitive Sciences</i> , 2006, 10, 31-37.	7.8	198
23	When Is More Better?. <i>Current Directions in Psychological Science</i> , 2005, 14, 234-237.	5.3	60
24	Distinction Bias: Misprediction and Mischoice Due to Joint Evaluation.. <i>Journal of Personality and Social Psychology</i> , 2004, 86, 680-695.	2.8	243
25	Music, Pandas, and Muggers: On the Affective Psychology of Value.. <i>Journal of Experimental Psychology: General</i> , 2004, 133, 23-30.	2.1	508
26	Lay rationalism and inconsistency between predicted experience and decision. <i>Journal of Behavioral Decision Making</i> , 2003, 16, 257-272.	1.7	158
27	Stretching the Truth: Elastic Justification and Motivated Communication of Uncertain Information. <i>Journal of Risk and Uncertainty</i> , 2002, 25, 185-201.	1.5	198
28	The Affection Effect in Insurance Decisions. <i>Journal of Risk and Uncertainty</i> , 2000, 20, 141-159.	1.5	160
29	Value seeking and prediction-decision inconsistency: Why don't people take what they predict they'll like the most?. <i>Psychonomic Bulletin and Review</i> , 1999, 6, 555-561.	2.8	74
30	Cross-national differences in risk preference and lay predictions. <i>Journal of Behavioral Decision Making</i> , 1999, 12, 165-179.	1.7	493
31	Cross-national differences in risk preference and lay predictions. , 1999, 12, 165.		4
32	A fundamental prediction error: Self-others discrepancies in risk preference.. <i>Journal of Experimental Psychology: General</i> , 1997, 126, 45-53.	2.1	273
33	Music, Pandas, and Muggers: On the Affective Psychology of Value. , 0, , 594-608.		3
34	Preference Reversals Between Joint and Separate Evaluations of Options: A Review And Theoretical Analysis. , 0, , 163-191.		0
35	Distinction Bias: Misprediction and Mischoice Due to Joint Evaluation. , 0, , 504-531.		0
36	Lay Rationalism and Inconsistency Between Predicted Experience and Decision. , 0, , 532-549.		1

#	ARTICLE	IF	CITATIONS
37	The Mere Urgency Effect. <i>Journal of Consumer Research</i> , 0, , .	5.1	18