

Joe J Gladstone

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/6598636/publications.pdf>

Version: 2024-02-01

17
papers

502
citations

840776

11
h-index

888059

17
g-index

18
all docs

18
docs citations

18
times ranked

437
citing authors

#	ARTICLE	IF	CITATIONS
1	Money Buys Happiness When Spending Fits Our Personality. <i>Psychological Science</i> , 2016, 27, 715-725.	3.3	103
2	Can Psychological Traits Be Inferred From Spending? Evidence From Transaction Data. <i>Psychological Science</i> , 2019, 30, 1087-1096.	3.3	62
3	Psychological characteristics and household savings behavior: The importance of accounting for latent heterogeneity. <i>Journal of Economic Behavior and Organization</i> , 2018, 148, 66-82.	2.0	51
4	How your bank balance buys happiness: The importance of cash on hand to life satisfaction.. <i>Emotion</i> , 2016, 16, 575-580.	1.8	37
5	In a World of Big Data, Small Effects Can Still Matter: A Reply to Boyce, Daly, Hounkpatin, and Wood (2017). <i>Psychological Science</i> , 2017, 28, 547-550.	3.3	37
6	Love, Lies, and Money: Financial Infidelity in Romantic Relationships. <i>Journal of Consumer Research</i> , 2020, 47, 1-24.	5.1	28
7	Personality, Income, and Compensatory Consumption: Low-Income Extraverts Spend More on Status. <i>Psychological Science</i> , 2017, 28, 1518-1520.	3.3	27
8	Nice guys finish last: When and why agreeableness is associated with economic hardship.. <i>Journal of Personality and Social Psychology</i> , 2020, 118, 545-561.	2.8	25
9	Spending reflects not only who we are but also who we are around: The joint effects of individual and geographic personality on consumption.. <i>Journal of Personality and Social Psychology</i> , 2021, 121, 378-393.	2.8	24
10	Beliefs about Whether Spending Implies Wealth. <i>Journal of Consumer Research</i> , 2021, 48, 1-21.	5.1	21
11	The Consumption Consequences of Couples Pooling Finances. <i>Journal of Consumer Psychology</i> , 2019, 29, 353-369.	4.5	20
12	Financial shame spirals: How shame intensifies financial hardship. <i>Organizational Behavior and Human Decision Processes</i> , 2021, 167, 42-56.	2.5	19
13	Who Are the Scrooges? Personality Predictors of Holiday Spending. <i>Social Psychological and Personality Science</i> , 2019, 10, 775-782.	3.9	15
14	Making medications stick: improving medication adherence by highlighting the personal health costs of non-compliance. <i>Behavioural Public Policy</i> , 2021, 5, 396-416.	2.4	12
15	When Does Psychological Fit Matter? The Moderating Role of Price on Self-Brand Congruity. <i>Social Psychological and Personality Science</i> , 2022, 13, 595-607.	3.9	9
16	Inferring psychological traits from spending categories and dynamic consumption patterns. <i>EPJ Data Science</i> , 2021, 10, .	2.8	7
17	Pooling finances and relationship satisfaction.. <i>Journal of Personality and Social Psychology</i> , 2022, 123, 1293-1314.	2.8	5