

J Scott Armstrong

List of Publications by Year in descending order

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139
papers

15,070
citations

50276

46
h-index

22166

113
g-index

156
all docs

156
docs citations

156
times ranked

8293
citing authors

#	ARTICLE	IF	CITATIONS
1	The PollyVote Popular Vote Forecast for the 2020 US Presidential Election. PS - Political Science and Politics, 2021, 54, 96-98.	0.5	0
2	Accuracy gains from conservative forecasting: Tests using variations of 19 econometric models to predict 154 elections in 10 countries. PLoS ONE, 2019, 14, e0209850.	2.5	2
3	Forecasting methods and principles: Evidence-based checklists. Journal of Global Scholars of Marketing Science, 2018, 28, 103-159.	2.0	27
4	A Recap of the 2016 Election Forecasts. PS - Political Science and Politics, 2017, 50, 331-338.	0.5	10
5	The PollyVote Forecast for the 2016 American Presidential Election. PS - Political Science and Politics, 2016, 49, 687-690.	0.5	1
6	Predictive validity of evidence-based persuasion principles. European Journal of Marketing, 2016, 50, 276-293.	2.9	17
7	Persuasion Principles Index: ready for pretesting advertisements. European Journal of Marketing, 2016, 50, 317-326.	2.9	4
8	Predictive Validity of Evidence-Based Persuasion Principles: An Application of the Index Method. SSRN Electronic Journal, 2015, , .	0.4	0
9	Golden Rule of Forecasting: Be Conservative. SSRN Electronic Journal, 2015, , .	0.4	3
10	Persuasion Principles Index: Ready for Pretesting Advertisements. SSRN Electronic Journal, 2015, , .	0.4	0
11	Simple Versus Complex Forecasting: The Evidence. SSRN Electronic Journal, 2015, , .	0.4	4
12	Decomposition of time-series by level and change. Journal of Business Research, 2015, 68, 1755-1758.	10.2	9
13	Golden rule of forecasting rearticulated: Forecast unto others as you would have them forecast unto you. Journal of Business Research, 2015, 68, 1768-1771.	10.2	2
14	Golden rule of forecasting: Be conservative. Journal of Business Research, 2015, 68, 1717-1731.	10.2	128
15	Simple versus complex forecasting: The evidence. Journal of Business Research, 2015, 68, 1678-1685.	10.2	151
16	Forecasts of the 2012 US Presidential Election based on Candidates' Perceived Competence in Handling the Most Important Issue. Political Science Research and Methods, 2014, 2, 141-149.	2.3	1
17	Accuracy of Combined Forecasts for the 2012 Presidential Election: The PollyVote. PS - Political Science and Politics, 2014, 47, 427-431.	0.5	14
18	Combining forecasts: An application to elections. International Journal of Forecasting, 2014, 30, 43-54.	6.5	136

#	ARTICLE	IF	CITATIONS
19	Forecasting Elections from Voters' Perceptions of Candidates' Ability to Handle Issues. Journal of Behavioral Decision Making, 2013, 26, 295-303.	1.7	12
20	Research with In-built replications: Comment and further suggestions for replication research. Journal of Business Research, 2013, 66, 1406-1408.	10.2	37
21	Effects of corporate social responsibility and irresponsibility policies. Journal of Business Research, 2013, 66, 1922-1927.	10.2	107
22	The Ombudsman: Are Top Executives Paid Enough? An Evidence-Based Review. Interfaces, 2013, 43, 580-589.	1.5	15
23	The Ombudsman: Is the Evidence Sufficient to Take Action on Executive Pay? Reply to Commentators. Interfaces, 2013, 43, 602-604.	1.5	0
24	Should We Put a Price on Free Speech?. Journal of Public Policy and Marketing, 2012, 31, 325-325.	3.4	0
25	Evidence on the Effects of Mandatory Disclaimers in Advertising. Journal of Public Policy and Marketing, 2012, 31, 293-304.	3.4	31
26	Demand Forecasting: Evidence-Based Methods. SSRN Electronic Journal, 2012, , .	0.4	5
27	Predicting elections from the most important issue: A test of the takeâ€œtheâ€œbest heuristic. Journal of Behavioral Decision Making, 2012, 25, 41-48.	1.7	39
28	Natural Learning in Higher Education. , 2012, , 2426-2433.		16
29	Predicting elections from biographical information about candidates: A test of the index method. Journal of Business Research, 2011, 64, 699-706.	10.2	45
30	Conditions under which index models are useful: Reply to bio-index commentaries. Journal of Business Research, 2011, 64, 693-695.	10.2	12
31	The Global Warming Alarm: Forecasts from the Structured Analogies Method. SSRN Electronic Journal, 2011, , .	0.4	0
32	Research on Forecasting for the Manmade Global Warming Alarm. Energy and Environment, 2011, 22, 1091-1104.	4.6	2
33	Comments on J. Scott Armstrongâ€™s â€œEvidence-based advertising: an application to persuasionâ€™. International Journal of Advertising, 2011, 30, 769-794.	6.7	7
34	Role thinking: Standing in other peopleâ€™s shoes to forecast decisions in conflicts. International Journal of Forecasting, 2011, 27, 69-80.	6.5	30
35	Comparing face-to-face meetings, nominal groups, Delphi and prediction markets on an estimation task. International Journal of Forecasting, 2011, 27, 183-195.	6.5	173
36	Evidence-based advertising. International Journal of Advertising, 2011, 30, 743-767.	6.7	37

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37	Replications of forecasting research. <i>International Journal of Forecasting</i> , 2010, 26, 4-8.	6.5	31
38	Natural Learning in Higher Education. <i>SSRN Electronic Journal</i> , 2010, , .	0.4	3
39	Predicting Elections from Politicians' Faces. <i>International Journal of Public Opinion Research</i> , 2010, 22, 511-522.	1.3	26
40	Persuasive Advertising. , 2010, , .		99
41	Validity of climate change forecasting for public policy decision making. <i>International Journal of Forecasting</i> , 2009, 25, 826-832.	6.5	23
42	Using Quasi-Experimental Data To Develop Empirical Generalizations For Persuasive Advertising. <i>Journal of Advertising Research</i> , 2009, 49, 170-175.	2.1	25
43	The Ombudsman: Verification of Citations: Fawly Towers of Knowledge?. <i>Interfaces</i> , 2008, 38, 125-139.	1.5	60
44	Polar Bear Population Forecasts: A Public-Policy Forecasting Audit. <i>Interfaces</i> , 2008, 38, 382-405.	1.5	19
45	The Ombudsman: Verification of Citations: Fawly Towers of Knowledge?. <i>SSRN Electronic Journal</i> , 2008, , .	0.4	5
46	The Ombudsman: Value of Expertise for Forecasting Decisions in Conflicts. <i>Interfaces</i> , 2007, 37, 287-299.	1.5	56
47	Replication research's disturbing trend. <i>Journal of Business Research</i> , 2007, 60, 411-415.	10.2	239
48	Global Warming: Forecasts by Scientists Versus Scientific Forecasts. <i>Energy and Environment</i> , 2007, 18, 997-1021.	4.6	31
49	Statistical significance tests are unnecessary even when properly done and properly interpreted: Reply to commentaries. <i>International Journal of Forecasting</i> , 2007, 23, 335-336.	6.5	33
50	Significance tests harm progress in forecasting. <i>International Journal of Forecasting</i> , 2007, 23, 321-327.	6.5	119
51	Structured analogies for forecasting. <i>International Journal of Forecasting</i> , 2007, 23, 365-376.	6.5	92
52	Findings from evidence-based forecasting: Methods for reducing forecast error. <i>International Journal of Forecasting</i> , 2006, 22, 583-598.	6.5	137
53	Making progress in forecasting. <i>International Journal of Forecasting</i> , 2006, 22, 433-441.	6.5	29
54	Why We Don't Really Know What Statistical Significance Means: Implications for Educators. <i>Journal of Marketing Education</i> , 2006, 28, 114-120.	2.4	55

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55	Decomposition by causal forces: a procedure for forecasting complex time series. International Journal of Forecasting, 2005, 21, 25-36.	6.5	34
56	Commentary on the Mort et al. Paper: Does an Academic Research Paper Contain Useful Knowledge? No (P<.05). Australasian Marketing Journal, 2004, 12, 62-63.	5.4	14
57	Discovery and communication of important marketing findings. Journal of Business Research, 2003, 56, 69-84.	10.2	61
58	The Ombudsman: Reaping Benefits from Management Research: Lessons from the Forecasting Principles Project. Interfaces, 2003, 33, 91-111.	1.5	29
59	Identification of asymmetric prediction intervals through causal forces. Journal of Forecasting, 2001, 20, 273-283.	2.8	4
60	Hypotheses in Marketing Science: Literature Review and Publication Audit. Marketing Letters, 2001, 12, 171-187.	2.9	102
61	Automatic identification of time series features for rule-based forecasting. International Journal of Forecasting, 2001, 17, 143-157.	6.5	76
62	Selecting Forecasting Methods. Profiles in Operations Research, 2001, , 365-386.	0.4	35
63	Role Playing: A Method to Forecast Decisions. Profiles in Operations Research, 2001, , 15-30.	0.4	22
64	Evaluating Forecasting Methods. Profiles in Operations Research, 2001, , 443-472.	0.4	69
65	Standards and Practices for Forecasting. Profiles in Operations Research, 2001, , 679-732.	0.4	28
66	Judgmental Bootstrapping: Inferring Experts' Rules for Forecasting. Profiles in Operations Research, 2001, , 171-192.	0.4	40
67	Forecasting for Environmental Decision Making. , 1999, , 192-230.		6
68	Publication Bias against Null Results. Psychological Reports, 1997, 80, 337-338.	1.7	48
69	Peer review for journals: Evidence on quality control, fairness, and innovation. Science and Engineering Ethics, 1997, 3, 63-84.	2.9	186
70	The Ombudsman: Management Folklore and Management Science'On Portfolio Planning, Escalation Bias, and Such. Interfaces, 1996, 26, 25-55.	1.5	24
71	Correspondence on the selection of error measures for comparisons among forecasting methods. Journal of Forecasting, 1995, 14, 67-71.	2.8	79
72	Beyond accuracy: Comparison of criteria used to select forecasting methods. International Journal of Forecasting, 1995, 11, 591-597.	6.5	128

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73	Quality control versus innovation in research on marketing. <i>Journal of Marketing Management</i> , 1995, 11, 655-660.	2.3	4
74	The Psychology of Judgment and Decision Making. <i>Journal of Marketing</i> , 1994, 58, 119.	11.3	3
75	Replications and extensions in marketing: Rarely published but quite contrary. <i>International Journal of Research in Marketing</i> , 1994, 11, 233-248.	4.2	325
76	Effects of portfolio planning methods on decision making: Experimental results. <i>International Journal of Research in Marketing</i> , 1994, 11, 73-84.	4.2	104
77	The Ombudsman: Business School Prestigeâ€”Research versus Teaching. <i>Interfaces</i> , 1994, 24, 13-43.	1.5	65
78	Causal forces: Structuring knowledge for timeâ€series extrapolation. <i>Journal of Forecasting</i> , 1993, 12, 103-115.	2.8	71
79	Principles involving marketing policies: An empirical assessment. <i>Marketing Letters</i> , 1993, 4, 253-265.	2.9	48
80	Rule-Based Forecasting: Development and Validation of an Expert Systems Approach to Combining Time Series Extrapolations. <i>Management Science</i> , 1992, 38, 1394-1414.	4.1	233
81	Error measures for generalizing about forecasting methods: Empirical comparisons. <i>International Journal of Forecasting</i> , 1992, 8, 69-80.	6.5	979
82	Expert opinions about extrapolation and the mystery of the overlooked discontinuities. <i>International Journal of Forecasting</i> , 1992, 8, 575-582.	6.5	40
83	Are null results becoming an endangered species in marketing?. <i>Marketing Letters</i> , 1992, 3, 127-136.	2.9	60
84	Does the need for agreement among reviewers inhibit the publication controversial findings?. <i>Behavioral and Brain Sciences</i> , 1991, 14, 136-137.	0.7	36
85	Prediction of Consumer Behavior by Experts and Novices. <i>Journal of Consumer Research</i> , 1991, 18, 251.	5.1	80
86	Review of Corporate Strategic Planning. <i>SSRN Electronic Journal</i> , 1990, , .	0.4	0
87	Combining forecasts: The end of the beginning or the beginning of the end?. <i>International Journal of Forecasting</i> , 1989, 5, 585-588.	6.5	111
88	Predicting job performance: A comparison of expert opinion and research findings. <i>International Journal of Forecasting</i> , 1989, 5, 187-194.	6.5	27
89	Research needs in forecasting. <i>International Journal of Forecasting</i> , 1988, 4, 449-465.	6.5	49
90	Return Postage in Mail Surveys a Meta-Analysis. <i>Public Opinion Quarterly</i> , 1987, 51, 233.	1.6	95

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91	The value of formal planning for strategic decisions: Reply. Strategic Management Journal, 1986, 7, 183-185.	7.3	54
92	Forecasting by Extrapolation: Conclusions from 25 Years of Research. Interfaces, 1984, 14, 52-66.	1.5	111
93	Comment on "Pity the Poor Author". Journal of the Operational Research Society, 1984, 35, 261-261.	3.4	0
94	Relative accuracy of judgemental and extrapolative methods in forecasting annual earnings. Journal of Forecasting, 1983, 2, 437-447.	2.8	74
95	Strategies for Implementing Change: An Experiential Approach. Group & Organization Studies, 1982, 7, 457-475.	0.7	6
96	Barriers to scientific contributions: The author's formula. Behavioral and Brain Sciences, 1982, 5, 197-199.	0.7	134
97	The Ombudsman: Is Review By Peers As Fair As It Appears?. Interfaces, 1982, 12, 62-74.	1.5	53
98	The value of formal planning for strategic decisions: Review of empirical research. Strategic Management Journal, 1982, 3, 197-211.	7.3	409
99	An editorial statement. Journal of Forecasting, 1982, 1, 1-2.	2.8	20
100	Research on scientific journals: Implications for editors and authors. Journal of Forecasting, 1982, 1, 83-104.	2.8	173
101	Note. Evaluation of extrapolative forecasting methods: Results of a survey of academicians and practitioners. Journal of Forecasting, 1982, 1, 215-217.	2.8	115
102	Unintelligible Management Research and Academic Prestige. Interfaces, 1980, 10, 80-86.	1.5	190
103	Advocacy as a Scientific Strategy: The Mitroff Myth. Academy of Management Review, 1980, 5, 509-511.	11.7	77
104	Advocacy and Objectivity in Science. Management Science, 1979, 25, 423-428.	4.1	123
105	Forecasting with Econometric Methods: Folklore Versus Fact. The Journal of Business, 1978, 51, 549.	2.1	66
106	Estimating Nonresponse Bias in Mail Surveys. Journal of Marketing Research, 1977, 14, 396.	4.8	6,971
107	Social irresponsibility in management. Journal of Business Research, 1977, 5, 185-213.	10.2	180
108	The use of the decomposition principle in making judgments. Organizational Behavior and Human Performance, 1975, 14, 257-263.	1.4	134

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109	Analyzing Quantitative Models. <i>Journal of Marketing</i> , 1974, 38, 61.	11.3	9
110	A Comparative Study of Methods for Long-Range Market Forecasting. <i>Management Science</i> , 1972, 19, 211-221.	4.1	43
111	Brief vs. Comprehensive Descriptions in Measuring Intentions to Purchase. <i>Journal of Marketing Research</i> , 1971, 8, 114-117.	4.8	28
112	Brief vs. Comprehensive Descriptions in Measuring Intentions to Purchase. <i>Journal of Marketing Research</i> , 1971, 8, 114.	4.8	22
113	Exploratory Analysis of Marketing Data: Trees vs. Regression. <i>Journal of Marketing Research</i> , 1970, 7, 487.	4.8	14
114	An Application of Econometric Models to International Marketing. <i>Journal of Marketing Research</i> , 1970, 7, 190-198.	4.8	20
115	Exploratory Analysis of Marketing Data: Trees vs. Regression. <i>Journal of Marketing Research</i> , 1970, 7, 487-492.	4.8	27
116	An Application of Econometric Models to International Marketing. <i>Journal of Marketing Research</i> , 1970, 7, 190.	4.8	24
117	On the interpretation of factor analysis.. <i>Psychological Bulletin</i> , 1968, 70, 361-364.	6.1	117
118	Conditions Under Which Index Models are Useful: Reply to Bio-Index Commentaries. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
119	Why We Don't Really Know What "Statistical Significance" Means: A Major Educational Failure. <i>SSRN Electronic Journal</i> , 0, , .	0.4	5
120	Methods to Elicit Forecasts from Groups: Delphi and Prediction Markets Compared. <i>SSRN Electronic Journal</i> , 0, , .	0.4	20
121	Selecting Forecasting Methods. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
122	Role Thinking: Standing in Other Peoples Shoes to Forecast Decisions in Conflicts. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
123	Illusions in Regression Analysis. <i>SSRN Electronic Journal</i> , 0, , .	0.4	16
124	Forecasting Elections from Voters' Perceptions of Candidates' Ability to Handle Issues. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
125	Is the Evidence Sufficient to Take Action on Executive Pay? Reply to Commentators. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
126	Guidelines for Science: Evidence and Checklists. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4

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127	Forecasting Elections Using Expert Surveys: An Application to U.S. Presidential Elections. SSRN Electronic Journal, 0, , .	0.4	1
128	Long-Range Forecasting for a Consumer Durable in an International Market. SSRN Electronic Journal, 0, , .	0.4	2
129	Evidence on the Effects of Mandatory Disclaimers in Advertising. SSRN Electronic Journal, 0, , .	0.4	1
130	Reply to Miser's Commentary on 'Democracy Does Not Make Good Science: On Reforming Review Procedures for Management Science Journals'. SSRN Electronic Journal, 0, , .	0.4	0
131	Does an Academic Research Paper Contain Useful Knowledge? No (P<0.05). SSRN Electronic Journal, 0, , .	0.4	0
132	The Ombudsman: Verification of Citations: Faulty Towers of Knowledge?. SSRN Electronic Journal, 0, , .	0.4	0
133	Structured Analogies for Forecasting. SSRN Electronic Journal, 0, , .	0.4	5
134	Replications of Forecasting Research. SSRN Electronic Journal, 0, , .	0.4	0
135	Commentary on the Makridakis Time Series Competition (M-Competition). SSRN Electronic Journal, 0, , .	0.4	0
136	Moneyball: A Message for Managers. SSRN Electronic Journal, 0, , .	0.4	0
137	Are Top Executives Paid Enough? An Evidence-Based Review. SSRN Electronic Journal, 0, , .	0.4	4
138	Do Econometric Models Provide More Accurate Forecasts When They are More Conservative? A Test of Political Economy Models for Forecasting Elections. SSRN Electronic Journal, 0, , .	0.4	0
139	The 2016 Pollyvote Popular Vote Forecast: A Preliminary Analysis. SSRN Electronic Journal, 0, , .	0.4	0