

Julie R Irwin

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/7380820/publications.pdf>

Version: 2024-02-01

14
papers

1,844
citations

933447

10
h-index

1125743

13
g-index

14
all docs

14
docs citations

14
times ranked

1672
citing authors

#	ARTICLE	IF	CITATIONS
1	Good Intentions â€“ Thoughtless Buying Decisions: Understanding and Breaking Barriers to Ethical Consumption. NIM Marketing Intelligence Review, 2022, 14, 25-29.	0.6	1
2	Answering for yourself versus others: Direct versus indirect estimates of charitable donations. Psychology and Marketing, 2021, 38, 397-415.	8.2	10
3	All eyes on you: The social audience and hedonic adaptation. Psychology and Marketing, 2020, 37, 1554-1570.	8.2	12
4	Flying with a net, and without: Preventative devices and self-control. International Journal of Research in Marketing, 2020, 37, 521-543.	4.2	0
5	Thatâ€™s Not How I Remember It: Willfully Ignorant Memory for Ethical Product Attribute Information. Journal of Consumer Research, 2018, 45, 185-207.	5.1	57
6	Do less ethical consumers denigrate more ethical consumers? The effect of willful ignorance on judgments of others. Journal of Consumer Psychology, 2016, 26, 337-349.	4.5	51
7	Median splits, Type II errors, and falseâ€“positive consumer psychology: Don't fight the power. Journal of Consumer Psychology, 2015, 25, 679-689.	4.5	93
8	The same old song: The power of familiarity in music choice. Marketing Letters, 2014, 25, 1-11.	2.9	42
9	The Sustainability Liability: Potential Negative Effects of Ethicality on Product Preference. Journal of Marketing, 2010, 74, 18-31.	11.3	461
10	Happiness for Sale: Do Experiential Purchases Make Consumers Happier than Material Purchases?. Journal of Consumer Research, 2009, 36, 188-198.	5.1	349
11	Special random numbers: Beyond the illusion of control. Organizational Behavior and Human Decision Processes, 2006, 99, 161-174.	2.5	24
12	Misleading Heuristics and Moderated Multiple Regression Models. Journal of Marketing Research, 2001, 38, 100-109.	4.8	516
13	Risk perception and victim perception: The judgment of HIV cases. Journal of Behavioral Decision Making, 1996, 9, 1-22.	1.7	22
14	Preference reversals and the measurement of environmental values. Journal of Risk and Uncertainty, 1993, 6, 5-18.	1.5	206