

Sam J Maglio

List of Publications by Year in descending order

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Version: 2024-02-01

39
papers

941
citations

516710

16
h-index

477307

29
g-index

40
all docs

40
docs citations

40
times ranked

707
citing authors

#	ARTICLE	IF	CITATIONS
1	Distance from a distance: Psychological distance reduces sensitivity to any further psychological distance.. Journal of Experimental Psychology: General, 2013, 142, 644-657.	2.1	109
2	Following your heart or your head: Focusing on emotions versus information differentially influences the decisions of younger and older adults.. Journal of Experimental Psychology: Applied, 2010, 16, 87-95.	1.2	92
3	Disembodiment: Abstract construal attenuates the influence of contextual bodily state in judgment.. Journal of Experimental Psychology: General, 2012, 141, 211-216.	2.1	84
4	Should I go with my gut? Investigating the benefits of emotion-focused decision making.. Emotion, 2011, 11, 743-753.	1.8	60
5	The Common Currency of Psychological Distance. Current Directions in Psychological Science, 2013, 22, 278-282.	5.3	59
6	Scale and construal: How larger measurement units shrink length estimates and expand mental horizons. Psychonomic Bulletin and Review, 2011, 18, 165-170.	2.8	45
7	Featuring Mistakes: The Persuasive Impact of Purchase Mistakes in Online Reviews. Journal of Marketing, 2020, 84, 52-65.	11.3	44
8	Revising probability estimates: Why increasing likelihood means increasing impact.. Journal of Personality and Social Psychology, 2016, 111, 141-158.	2.8	40
9	Vowel sounds in words affect mental construal and shift preferences for targets.. Journal of Experimental Psychology: General, 2014, 143, 1082-1096.	2.1	37
10	The sound of distance. Cognition, 2016, 152, 141-149.	2.2	33
11	Psychological distance in consumer psychology: Consequences and antecedents. Consumer Psychology Review, 2020, 3, 108-125.	5.5	30
12	Coffee cues elevate arousal and reduce level of construal. Consciousness and Cognition, 2019, 70, 57-69.	1.5	29
13	Sad mood promotes self-initiated mental contrasting of future and reality.. Emotion, 2011, 11, 1206-1222.	1.8	28
14	Spatial Orientation Shrinks and Expands Psychological Distance. Psychological Science, 2014, 25, 1345-1352.	3.3	24
15	Emotion and control in the planning of goals. Motivation and Emotion, 2014, 38, 620-634.	1.3	22
16	Mere Gifting: Liking a Gift More Because It Is Shared. Personality and Social Psychology Bulletin, 2017, 43, 1582-1594.	3.0	22
17	How to overcome algorithm aversion: Learning from mistakes. Journal of Consumer Psychology, 2023, 33, 285-302.	4.5	20
18	Urgently Yours: Temporal Communication Norms and Psychological Distance. Journal of Consumer Psychology, 2018, 28, 665-672.	4.5	19

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19	The Voice of Cognition: Active and Passive Voice Influence Distance and Construal. <i>Personality and Social Psychology Bulletin</i> , 2020, 46, 547-558.	3.0	15
20	Feeling certain: Gut choice, the true self, and attitude certainty.. <i>Emotion</i> , 2019, 19, 876-888.	1.8	14
21	The Making of Social Experience from the Sounds in Names. <i>Social Cognition</i> , 2017, 35, 663-674.	0.9	11
22	Temporal orientation. <i>Current Opinion in Psychology</i> , 2019, 26, 62-66.	4.9	11
23	An agenda for psychological distance apart from construal level. <i>Social and Personality Psychology Compass</i> , 2020, 14, e12552.	3.7	10
24	Anticipated ambiguity prolongs the present: Evidence of a return trip effect.. <i>Journal of Experimental Psychology: General</i> , 2016, 145, 1415-1419.	2.1	10
25	When does the present end and the future begin?. <i>Journal of Experimental Psychology: General</i> , 2020, 149, 701-718.	2.1	10
26	From Time Perspective to Psychological Distance (and Back). , 2015, , 143-154.		9
27	Judgments Based on Stocks and Flows: Different Presentations of the Same Data Can Lead to Opposing Inferences. <i>Management Science</i> , 2020, 66, 2213-2231.	4.1	9
28	When soon feels far and later looms imminent: Decoupling absolute and relative timing estimates. <i>Journal of Experimental Social Psychology</i> , 2018, 76, 169-174.	2.2	8
29	Stocks, flows, and risk response to pandemic data.. <i>Journal of Experimental Psychology: Applied</i> , 2021, 27, 657-668.	1.2	8
30	Vanishing time in the pursuit of happiness. <i>Psychonomic Bulletin and Review</i> , 2018, 25, 1337-1342.	2.8	5
31	No laughing matter: Why humor mistakes are more damaging for men than women. <i>Journal of Experimental Social Psychology</i> , 2021, 96, 104169.	2.2	5
32	Effects of maximizing on choosing a product and using it over 1 month. <i>Personality and Individual Differences</i> , 2022, 196, 111702.	2.9	5
33	Time Will Fly During Future Fun (But Drag Until Then). <i>Journal of Consumer Psychology</i> , 0, , .	4.5	4
34	Perceptions of Collaborations: How Many Cooks Seem to Spoil the Broth?. <i>Social Psychological and Personality Science</i> , 2020, 11, 236-243.	3.9	3
35	Choice protection for feeling-focused decisions.. <i>Journal of Experimental Psychology: General</i> , 2020, 149, 1704-1718.	2.1	3
36	Pleas for patience from the cumulative future self. <i>Behavioral and Brain Sciences</i> , 2021, 44, e46.	0.7	1

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37	Text is gendered: the role of letter case. <i>Marketing Letters</i> , 2021, 32, 179-190.	2.9	1
38	Yesterday's great expectations: Metamemory and retrospective subjective duration. <i>Journal of Experimental Social Psychology</i> , 2022, 98, 104242.	2.2	1
39	Construal Level and Temporal Distance: Revisiting this Relationship Using Subjective Time Format. <i>Proceedings - Academy of Management</i> , 2016, 2016, 13877.	0.1	0