

Marc Scholten

List of Publications by Year in descending order

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Version: 2024-02-01

26
papers

654
citations

933447

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752698

20
g-index

27
all docs

27
docs citations

27
times ranked

511
citing authors

#	ARTICLE	IF	CITATIONS
1	The psychology of intertemporal tradeoffs.. Psychological Review, 2010, 117, 925-944.	3.8	186
2	Discounting by Intervals: A Generalized Model of Intertemporal Choice. Management Science, 2006, 52, 1424-1436.	4.1	139
3	DRIFT: An analysis of outcome framing in intertemporal choice.. Journal of Experimental Psychology: Learning Memory and Cognition, 2013, 39, 573-588.	0.9	57
4	Lost and found: The information-processing model of advertising effectiveness. Journal of Business Research, 1996, 37, 97-104.	10.2	45
5	Weighing Outcomes <i>by</i> Time or <i>Against</i> Time? Evaluation Rules in Intertemporal Choice. Cognitive Science, 2014, 38, 399-438.	1.7	42
6	Prospect theory and the "forgotten" fourfold pattern of risk preferences. Journal of Risk and Uncertainty, 2014, 48, 67-83.	1.5	39
7	Entrepreneurial Orientation in Family Firms: Looking at a European Outermost Region. Journal of Enterprising Culture, 2017, 25, 441-460.	0.5	23
8	Impact of M&As on organizational performance: The moderating role of HRM centrality. European Management Journal, 2013, 31, 323-332.	5.1	19
9	Time and outcome framing in intertemporal tradeoffs.. Journal of Experimental Psychology: Learning Memory and Cognition, 2013, 39, 1192-1212.	0.9	15
10	Cumulative weighing of time in intertemporal tradeoffs.. Journal of Experimental Psychology: General, 2016, 145, 1177-1205.	2.1	13
11	Fast or slow? Decision-making styles in small family and nonfamily firms. Journal of Family Business Management, 2018, 8, 113-125.	3.4	10
12	Conflict-mediated choice. Organizational Behavior and Human Decision Processes, 2002, 88, 683-718.	2.5	9
13	Tradeoffs between sequences: Weighing accumulated outcomes against outcome-adjusted delays.. Journal of Experimental Psychology: Learning Memory and Cognition, 2012, 38, 1675-1688.	0.9	9
14	Outcome Framing in Intertemporal Choice: The DRIFT Model. SSRN Electronic Journal, 2011, , .	0.4	6
15	Tradeoffs and theory: The double-mediation model.. Journal of Experimental Psychology: General, 2006, 135, 237-261.	2.1	5
16	Better is worse, worse is better: Violations of dominance in intertemporal choice.. Decision, 2014, 1, 215-222.	0.5	5
17	The framing of nothing and the psychology of choice. Journal of Risk and Uncertainty, 2019, 59, 125-149.	1.5	5
18	Efeitos contextuais na escolha intertemporal: Evidência contra modelos de desconto. Analise Psicologica, 2012, 30, 269-284.	0.2	5

#	ARTICLE	IF	CITATIONS
19	The Psychology of Intertemporal Tradeoffs. SSRN Electronic Journal, 0, , .	0.4	5
20	Anomalies to Markowitz's Hypothesis and a Prospect-Theoretical Interpretation. SSRN Electronic Journal, 0, , .	0.4	4
21	Improving Self-Control: The Influence of Role Models on Intertemporal Choices. Frontiers in Psychology, 2019, 10, 1722.	2.1	3
22	Descriptive Models of Intertemporal Choice Part 1: Anomalies in Choices Between Less Sooner and More Later. SSRN Electronic Journal, 0, , .	0.4	2
23	Descriptive Models of Intertemporal Choice Part 2: The Delay-Speedup Asymmetry and Other Anomalies. SSRN Electronic Journal, 2011, , .	0.4	2
24	Thoughts on analyses of intransitive intertemporal preference.. Decision, 2017, 4, 123-126.	0.5	2
25	Fast or Slow? Decision Making Styles in Small Family and Nonfamily Firms. SSRN Electronic Journal, 0, , .	0.4	1
26	Escolha intertemporal: Enquadramento, sinal e diferimento das suas consequências. Analise Psicologica, 2012, 30, 251-267.	0.2	0