

Deborah A Small

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/9013163/publications.pdf>

Version: 2024-02-01

37
papers

4,768
citations

218677

26
h-index

361022

35
g-index

37
all docs

37
docs citations

37
times ranked

3022
citing authors

#	ARTICLE	IF	CITATIONS
1	Sympathy and callousness: The impact of deliberative thought on donations to identifiable and statistical victims. <i>Organizational Behavior and Human Decision Processes</i> , 2007, 102, 143-153.	2.5	706
2	Helping a Victim or Helping the Victim: Altruism and Identifiability. <i>Journal of Risk and Uncertainty</i> , 2003, 26, 5-16.	1.5	625
3	The Face of Need: Facial Emotion Expression on Charity Advertisements. <i>Journal of Marketing Research</i> , 2009, 46, 777-787.	4.8	365
4	Who goes to the bargaining table? The influence of gender and framing on the initiation of negotiation.. <i>Journal of Personality and Social Psychology</i> , 2007, 93, 600-613.	2.8	305
5	The Scarecrow and the Tin Man: The Vicissitudes of Human Sympathy and Caring. <i>Review of General Psychology</i> , 2007, 11, 112-126.	3.2	294
6	Microfinance Decision Making: A Field Study of Prosocial Lending. <i>Journal of Marketing Research</i> , 2011, 48, S130-S137.	4.8	234
7	Error and bias in comparative judgment: On being both better and worse than we think we are.. <i>Journal of Personality and Social Psychology</i> , 2007, 92, 972-989.	2.8	230
8	Friends of Victims: Personal Experience and Prosocial Behavior. <i>Journal of Consumer Research</i> , 2008, 35, 532-542.	5.1	178
9	Selfish or selfless? On the signal value of emotion in altruistic behavior.. <i>Journal of Personality and Social Psychology</i> , 2014, 107, 393-413.	2.8	174
10	Emotional Policy: Personal Sadness and Anger Shape Judgments about a Welfare Case. <i>Political Psychology</i> , 2008, 29, 149-168.	3.6	164
11	Evolving Judgments of Terror Risks: Foresight, Hindsight, and Emotion.. <i>Journal of Experimental Psychology: Applied</i> , 2005, 11, 124-139.	1.2	150
12	The Braggart's Dilemma: On the Social Rewards and Penalties of Advertising Prosocial Behavior. <i>Journal of Marketing Research</i> , 2015, 52, 90-104.	4.8	145
13	Evolution of Consumption: A Psychological Ownership Framework. <i>Journal of Marketing</i> , 2021, 85, 196-218.	11.3	136
14	The devil you know: the effects of identifiability on punishment. <i>Journal of Behavioral Decision Making</i> , 2005, 18, 311-318.	1.7	135
15	Emotion Priming and Attributions for Terrorism: Americans' Reactions in a National Field Experiment. <i>Political Psychology</i> , 2006, 27, 289-298.	3.6	122
16	Impediments to Effective Altruism: The Role of Subjective Preferences in Charitable Giving. <i>Psychological Science</i> , 2018, 29, 834-844.	3.3	90
17	Cheapened altruism: Discounting personally affected prosocial actors. <i>Organizational Behavior and Human Decision Processes</i> , 2012, 117, 269-274.	2.5	74
18	Signaling emotion and reason in cooperation.. <i>Journal of Experimental Psychology: General</i> , 2018, 147, 702-719.	2.1	73

#	ARTICLE	IF	CITATIONS
19	Self-Interest Without Selfishness. <i>Psychological Science</i> , 2012, 23, 1193-1199.	3.3	72
20	Nice Guys Finish Last and Guys in Last Are Nice. <i>Social Psychological and Personality Science</i> , 2013, 4, 692-698.	3.9	67
21	Prosocial consumer behavior. <i>Current Opinion in Psychology</i> , 2016, 10, 107-111.	4.9	65
22	How behavioral decision research can enhance consumer welfare: From freedom of choice to paternalistic intervention. <i>Marketing Letters</i> , 2008, 19, 383-397.	2.9	57
23	Fatal (Fiscal) Attraction: Spendthrifts and Tightwads in Marriage. <i>Journal of Marketing Research</i> , 2011, 48, 228-237.	4.8	54
24	Reference-dependent sympathy. <i>Organizational Behavior and Human Decision Processes</i> , 2010, 112, 151-160.	2.5	41
25	When Payment Undermines the Pitch. <i>Psychological Science</i> , 2016, 27, 1388-1397.	3.3	39
26	Inauthenticity aversion: Moral reactance toward tainted actors, actions, and objects. <i>Consumer Psychology Review</i> , 2021, 4, 70-82.	5.5	37
27	Consumers Prefer "Natural" More for Preventatives Than for Curatives. <i>Journal of Consumer Research</i> , 2020, 47, 454-471.	5.1	35
28	Statistical, Identifiable and Iconic Victims and Perpetrators. <i>SSRN Electronic Journal</i> , 2005, , .	0.4	24
29	An Age Penalty in Racial Preferences. <i>Social Psychological and Personality Science</i> , 2012, 3, 730-737.	3.9	19
30	Discipline and desire: On the relative importance of willpower and purity in signaling virtue. <i>Journal of Experimental Social Psychology</i> , 2018, 76, 220-230.	2.2	16
31	Passing the buck to the wealthier: Reference-dependent standards of generosity. <i>Organizational Behavior and Human Decision Processes</i> , 2020, 157, 46-56.	2.5	14
32	Selfless First Movers and Self-Interested Followers: Order of Entry Signals Purity of Motive in Pursuit of the Greater Good. <i>Journal of Consumer Psychology</i> , 2021, 31, 501-517.	4.5	13
33	Micro-Finance Decision Making: A Field Study of Prosocial Lending. <i>SSRN Electronic Journal</i> , 2010, , .	0.4	6
34	Friends of Victims: Personal Experience and Prosocial Behavior. <i>SSRN Electronic Journal</i> , 2006, , .	0.4	5
35	Signaling Emotion and Reason in Cooperation. <i>SSRN Electronic Journal</i> , 2017, , .	0.4	3
36	Happiness & Economics: How the Economy and Institutions Affect Well-being. <i>Economica</i> , 2005, 72, 729-730.	1.6	1

#	ARTICLE	IF	CITATIONS
37	Emotions Signal Authenticity: Understanding Lay Beliefs of Emotion and Altruism. Proceedings - Academy of Management, 2013, 2013, 10385.	0.1	0