

Leaf Van Boven

List of Publications by Year in descending order

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Version: 2024-02-01

77
papers

6,646
citations

109321

35
h-index

85541

71
g-index

79
all docs

79
docs citations

79
times ranked

4635
citing authors

#	ARTICLE	IF	CITATIONS
1	Perspective Taking as Egocentric Anchoring and Adjustment.. Journal of Personality and Social Psychology, 2004, 87, 327-339.	2.8	946
2	To Do or to Have? That Is the Question.. Journal of Personality and Social Psychology, 2003, 85, 1193-1202.	2.8	771
3	Social Projection of Transient Drive States. Personality and Social Psychology Bulletin, 2003, 29, 1159-1168.	3.0	344
4	Egocentric empathy gaps between owners and buyers: Misperceptions of the endowment effect.. Journal of Personality and Social Psychology, 2000, 79, 66-76.	2.8	289
5	Feeling close: Emotional intensity reduces perceived psychological distance.. Journal of Personality and Social Psychology, 2010, 98, 872-885.	2.8	257
6	The effort heuristic. Journal of Experimental Social Psychology, 2004, 40, 91-98.	2.2	248
7	Identifiable but Not Identical: Combining Social Identity and Uniqueness Motives in Choice. Journal of Consumer Research, 2012, 39, 561-573.	5.1	247
8	Learning Negotiation Skills: Four Models of Knowledge Creation and Transfer. Management Science, 2003, 49, 529-540.	4.1	242
9	Perceiving Political Polarization in the United States. Perspectives on Psychological Science, 2015, 10, 145-158.	9.0	227
10	Experientialism, Materialism, and the Pursuit of Happiness. Review of General Psychology, 2005, 9, 132-142.	3.2	216
11	What's next? Judging sequences of binary events.. Psychological Bulletin, 2009, 135, 262-285.	6.1	208
12	Looking forward, looking back: Anticipation is more evocative than retrospection.. Journal of Experimental Psychology: General, 2007, 136, 289-300.	2.1	181
13	Stigmatizing Materialism: On Stereotypes and Impressions of Materialistic and Experiential Pursuits. Personality and Social Psychology Bulletin, 2010, 36, 551-563.	3.0	155
14	Consumer Choice and Autonomy in the Age of Artificial Intelligence and Big Data. Customer Needs and Solutions, 2018, 5, 28-37.	0.8	152
15	Psychological Barriers to Bipartisan Public Support for Climate Policy. Perspectives on Psychological Science, 2018, 13, 492-507.	9.0	142
16	The illusion of courage in social predictions: Underestimating the impact of fear of embarrassment on other people. Organizational Behavior and Human Decision Processes, 2005, 96, 130-141.	2.5	128
17	Psychological Antecedents of Risk-Taking Behavior in Construction. Journal of Construction Engineering and Management - ASCE, 2014, 140, .	3.8	103
18	Values and preferences: defining preference construction. Wiley Interdisciplinary Reviews: Cognitive Science, 2011, 2, 193-205.	2.8	101

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19	The perceiver as perceived: Everyday intuitions about the correspondence bias.. Journal of Personality and Social Psychology, 1999, 77, 1188-1199.	2.8	97
20	Partisan Barriers to Bipartisanship. Social Psychological and Personality Science, 2018, 9, 308-318.	3.9	82
21	Political polarization projection: Social projection of partisan attitude extremity and attitudinal processes.. Journal of Personality and Social Psychology, 2012, 103, 84-100.	2.8	79
22	Pluralistic Ignorance and Political Correctness: The Case of Affirmative Action. Political Psychology, 2000, 21, 267-276.	3.6	70
23	The unpacking effect in allocations of responsibility for group tasks. Journal of Experimental Social Psychology, 2005, 41, 447-457.	2.2	70
24	Mispredicting the endowment effect:. Journal of Economic Behavior and Organization, 2003, 51, 351-365.	2.0	68
25	The Temporal Doppler Effect. Psychological Science, 2013, 24, 530-536.	3.3	67
26	Stumbling in Their Shoes. Social Psychological and Personality Science, 2015, 6, 464-471.	3.9	62
27	Politicians polarize and experts depolarize public support for COVID-19 management policies across countries. Proceedings of the National Academy of Sciences of the United States of America, 2022, 119, .	7.1	61
28	Boys don't cry: Cognitive load and priming increase stereotypic sex differences in emotion memory. Journal of Experimental Social Psychology, 2012, 48, 303-309.	2.2	54
29	The unpacking effect in evaluative judgments: When the whole is less than the sum of its parts. Journal of Experimental Social Psychology, 2003, 39, 263-269.	2.2	50
30	Too much experience: A desensitization bias in emotional perspective taking.. Journal of Personality and Social Psychology, 2014, 106, 272-285.	2.8	46
31	Whom to help? Immediacy bias in judgments and decisions about humanitarian aid. Organizational Behavior and Human Decision Processes, 2011, 115, 283-293.	2.5	43
32	Changing Places. Advances in Experimental Social Psychology, 2013, 48, 117-171.	3.3	43
33	The illusion of courage in self-predictions: Mispredicting one's own behavior in embarrassing situations. Journal of Behavioral Decision Making, 2012, 25, 1-12.	1.7	40
34	Salience theory of mere exposure: Relative exposure increases liking, extremity, and emotional intensity.. Journal of Personality and Social Psychology, 2020, 118, 1118-1145.	2.8	40
35	Moral violations reduce oral consumption. Journal of Consumer Psychology, 2014, 24, 381-386.	4.5	39
36	Immediacy bias in emotion perception: Current emotions seem more intense than previous emotions.. Journal of Experimental Psychology: General, 2009, 138, 368-382.	2.1	37

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37	Prototypical prospection: future events are more prototypically represented and simulated than past events. <i>European Journal of Social Psychology</i> , 2012, 42, 354-362.	2.4	33
38	The Illusion of Transparency in Negotiations. <i>Negotiation Journal</i> , 2003, 19, 117-131.	0.5	32
39	False polarization: Cognitive mechanisms and potential solutions. <i>Current Opinion in Psychology</i> , 2022, 43, 1-6.	4.9	32
40	Using Augmented Virtuality to Examine How Emotions Influence Construction-Hazard Identification, Risk Assessment, and Safety Decisions. <i>Journal of Construction Engineering and Management - ASCE</i> , 2020, 146, .	3.8	31
41	<i>Self-Identity and Consumer Behavior Dissociative versus Associative Responses to Social Identity Threat: The Role of Consumer Self-Construal Self-Affirmation through the Choice of Highly Aesthetic Products It's Not Me, It's You: How Gift Giving Creates Giver Identity Threat as a Function of Social Closeness Identifiable but Not Identical: Combining Social Identity and Uniqueness Motives in Choice The Signature Effect: Signing Influences Consumption-Related Behavior by Priming Self-Identity An Interpretive F.</i> <i>Journal of Consumer Research</i> , 2013, 39, xv-xviii.	5.1	25
42	Intuitions about situational correction in self and others.. <i>Journal of Personality and Social Psychology</i> , 2003, 85, 249-258.	2.8	23
43	The Tripartite Foundations of Temporal Psychological Distance: Metaphors, Ecology, and Teleology. <i>Social and Personality Psychology Compass</i> , 2015, 9, 593-605.	3.7	22
44	When Social Worlds Collide: Overconfidence in the Multiple Audience Problem. <i>Personality and Social Psychology Bulletin</i> , 2000, 26, 619-628.	3.0	21
45	Elite influence on public attitudes about climate policy. <i>Current Opinion in Behavioral Sciences</i> , 2021, 42, 83-88.	3.9	21
46	Behavioural frameworks to understand public perceptions of and risk response to carbon dioxide removal. <i>Interface Focus</i> , 2020, 10, 20200002.	3.0	20
47	Simulational fluency reduces feelings of psychological distance.. <i>Journal of Experimental Psychology: General</i> , 2018, 147, 354-376.	2.1	20
48	Seeing Red: Anger Increases How Much Republican Identification Predicts Partisan Attitudes and Perceived Polarization. <i>PLoS ONE</i> , 2015, 10, e0139193.	2.5	19
49	Attention Drives Emotion: Voluntary Visual Attention Increases Perceived Emotional Intensity. <i>Psychological Science</i> , 2019, 30, 942-954.	3.3	19
50	Partisan underestimation of the polarizing influence of group discussion. <i>Journal of Experimental Social Psychology</i> , 2016, 65, 52-58.	2.2	17
51	Attentional accounting: Voluntary spatial attention increases budget category prioritization.. <i>Journal of Experimental Psychology: General</i> , 2017, 146, 1296-1306.	2.1	17
52	Feelings Not Forgone. <i>Psychological Science</i> , 2010, 21, 706-711.	3.3	16
53	Emotional States and Their Impact on Hazard Identification Skills. , 2016, , .		14
54	Attention increases environmental risk perception.. <i>Journal of Experimental Psychology: General</i> , 2021, 150, 83-102.	2.1	14

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55	Abstract construals make the emotional rewards of prosocial behavior more salient. <i>Journal of Positive Psychology</i> , 2015, 10, 458-462.	4.0	12
56	It depends: Partisan evaluation of conditional probability importance. <i>Cognition</i> , 2019, 188, 51-63.	2.2	12
57	Contingent social utility in the prisonersâ€™ dilemma. <i>Journal of Economic Behavior and Organization</i> , 2001, 45, 1-17.	2.0	11
58	Mispredicting the Endowment Effect: Underestimation of Owners' Selling Prices by Buye's Agents. <i>SSRN Electronic Journal</i> , 2002, , .	0.4	11
59	The exchange between citizens and elected officials: a social psychological framework for citizen climate activists. <i>Behavioural Public Policy</i> , 2021, 5, 576-605.	2.4	10
60	The Secrecy Heuristic: Inferring Quality from Secrecy in Foreign Policy Contexts. <i>Political Psychology</i> , 2014, 35, 97-111.	3.6	9
61	Egocentric empathy gaps in social interaction and exchange. <i>Advances in Group Processes</i> , 0, , 65-97.	0.2	8
62	Behavioural climate policy. <i>Behavioural Public Policy</i> , 2020, , 1-9.	2.4	7
63	Predicting Feelings Versus Choices. , 2006, , 67-81.		6
64	Balance where it really counts. <i>Behavioral and Brain Sciences</i> , 2004, 27, 333-333.	0.7	5
65	Feeling Close: Emotional Intensity Reduces Perceived Psychological Distance. <i>SSRN Electronic Journal</i> , 0, , .	0.4	5
66	Immediacy bias in social-emotional comparisons.. <i>Emotion</i> , 2012, 12, 737-747.	1.8	5
67	Using Augmented Virtuality to Understand the Situational Awareness Model. , 2018, , .		5
68	When election expectations fail: Polarized perceptions of election legitimacy increase with accumulating evidence of election outcomes and with polarized media. <i>PLoS ONE</i> , 2021, 16, e0259473.	2.5	5
69	Toward Surmounting the Psychological Barriers to Climate Policyâ€™ Appreciating Contexts and Acknowledging Challenges: A Reply to Weber (2018). <i>Perspectives on Psychological Science</i> , 2018, 13, 512-517.	9.0	3
70	The Illusion of Transparency in Negotiations. <i>Negotiation Journal</i> , 2003, 19, 117-131.	0.5	3
71	Attention influences emotion, judgment, and decision making to explain mental simulation.. <i>Psychology of Consciousness: Theory Research, and Practice</i> , 2020, 7, 404-422.	0.4	3
72	Similarity on the Rebound: Inhibition of Similarity Assessment Leads to an Ironic Postsuppressional Rebound. <i>Quarterly Journal of Experimental Psychology</i> , 2011, 64, 1788-1796.	1.1	2

#	ARTICLE	IF	CITATIONS
73	Oppositional Projection in Perceived Support for Cap and Trade. SSRN Electronic Journal, 0, , .	0.4	2
74	Temporally Asymmetric Constraints on Mental Simulation: Retrospection is More Constrained than Propection. SSRN Electronic Journal, 2008, , .	0.4	1
75	Donate Different: External and Internal Influences on Emotion-Based Donation Decisions. SSRN Electronic Journal, 2010, , .	0.4	1
76	Judgment and Decision Making. , 2013, , .		1
77	Above and beyond the content: Feelings influence mental simulations. Behavioral and Brain Sciences, 2020, 43, e139.	0.7	1