

# Zachary Estes

## List of Publications by Year in descending order

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56  
papers

2,607  
citations

172457

29  
h-index

197818

49  
g-index

56  
all docs

56  
docs citations

56  
times ranked

1918  
citing authors

#	ARTICLE	IF	CITATIONS
1	Getting a Handle on Sales: Shopping Carts Affect Purchasing by Activating Arm Muscles. <i>Journal of Marketing</i> , 2022, 86, 135-154.	11.3	2
2	Exploratory Shopping: Attention Affects In-Store Exploration and Unplanned Purchasing. <i>Journal of Consumer Research</i> , 2021, 48, 51-76.	5.1	20
3	Free upgrades with costly consequences. <i>European Journal of Marketing</i> , 2020, 54, 691-712.	2.9	7
4	Emotional sound symbolism: Languages rapidly signal valence via phonemes. <i>Cognition</i> , 2018, 175, 122-130.	2.2	50
5	The value of art in marketing: An emotion-based model of how artworks in ads improve product evaluations. <i>Journal of Business Research</i> , 2018, 85, 396-405.	10.2	60
6	A Comprehensive Meta-Analysis of Spatial Interference From Linguistic Cues: Beyond Petrova et al. (2018). <i>Psychological Science</i> , 2018, 29, 1558-1564.	3.3	13
7	Shopping to and fro: Ideomotor compatibility of arm posture and product choice. <i>Journal of Consumer Psychology</i> , 2016, 26, 325-336.	4.5	9
8	Modulation of taxonomic (versus thematic) similarity judgments and product choices by inducing local and global processing. <i>Journal of Cognitive Psychology</i> , 2016, 28, 1013-1025.	0.9	7
9	Multisensory interaction in product choice: Grasping a product affects choice of other seen products. <i>Journal of Consumer Psychology</i> , 2016, 26, 558-565.	4.5	42
10	Brand Suicide? Memory and Liking of Negative Brand Names. <i>PLoS ONE</i> , 2016, 11, e0151628.	2.5	6
11	Why to treat subjects as fixed effects.. <i>Journal of Experimental Psychology: Learning Memory and Cognition</i> , 2015, 41, 1602-1605.	0.9	1
12	Touch and Go: Merely Grasping a Product Facilitates Brand Perception and Choice. <i>Applied Cognitive Psychology</i> , 2015, 29, 350-359.	1.6	20
13	Words, objects, and locations: Perceptual matching explains spatial interference and facilitation. <i>Journal of Memory and Language</i> , 2015, 84, 167-189.	2.1	21
14	Convergent and divergent thinking in verbal analogy. <i>Thinking and Reasoning</i> , 2015, 21, 473-500.	3.2	26
15	Emotion and language: Valence and arousal affect word recognition.. <i>Journal of Experimental Psychology: General</i> , 2014, 143, 1065-1081.	2.1	254
16	The Effect of Ambient Scent on the Experience of Art: Not as Good as It Smells. <i>Psychology and Marketing</i> , 2014, 31, 615-627.	8.2	28
17	Individual differences in reading aloud: A mega-study, item effects, and some models. <i>Cognitive Psychology</i> , 2014, 68, 113-160.	2.2	28
18	Priming by relational integration in perceptual identification and Stroop colour naming. <i>Journal of Memory and Language</i> , 2014, 71, 57-70.	2.1	7

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19	Loyalty program structure and consumers' perceptions of status: Feeling special in a grocery store?. <i>Journal of Retailing and Consumer Services</i> , 2013, 20, 439-444.	9.4	44
20	Emotion and memory: A recognition advantage for positive and negative words independent of arousal. <i>Cognition</i> , 2013, 129, 530-535.	2.2	122
21	The unexplained nature of reading.. <i>Journal of Experimental Psychology: Learning Memory and Cognition</i> , 2013, 39, 1037-1053.	0.9	22
22	Emotion Affects Similarity via Social Projection. <i>Social Cognition</i> , 2012, 30, 584-609.	0.9	9
23	Integrative and semantic relations equally alleviate age-related associative memory deficits.. <i>Psychology and Aging</i> , 2012, 27, 141-152.	1.6	43
24	Affective Orientation Influences Memory for Emotional and Neutral Words. <i>American Journal of Psychology</i> , 2012, 125, 71-80.	0.3	13
25	Examining reports of mental health in adults with Williams syndrome. <i>Research in Developmental Disabilities</i> , 2012, 33, 144-152.	2.2	23
26	A dual-process model of brand extension: Taxonomic feature-based and thematic relation-based similarity independently drive brand extension evaluation. <i>Journal of Consumer Psychology</i> , 2012, 22, 86-101.	4.5	50
27	Confidence Mediates the Sex Difference in Mental Rotation Performance. <i>Archives of Sexual Behavior</i> , 2012, 41, 557-570.	1.9	92
28	The Curious Case of the <i>Refrigeratorâ€“TV</i>: Similarity and Hybridization. <i>Cognitive Science</i> , 2012, 36, 992-1018.	1.7	11
29	Thematic Thinking. <i>Psychology of Learning and Motivation - Advances in Research and Theory</i> , 2011, , 249-294.	1.1	96
30	Sex Differences in Semantic Categorization. <i>Archives of Sexual Behavior</i> , 2011, 40, 1183-1187.	1.9	4
31	Sound symbolic naming of novel objects is a graded function. <i>Quarterly Journal of Experimental Psychology</i> , 2011, 64, 2392-2404.	1.1	93
32	Integrative priming occurs rapidly and uncontrollably during lexical processing.. <i>Journal of Experimental Psychology: General</i> , 2009, 138, 112-130.	2.1	52
33	Thematic relations affect similarity via commonalities.. <i>Journal of Experimental Psychology: Learning Memory and Cognition</i> , 2009, 35, 1454-1464.	0.9	37
34	Freeze or flee? Negative stimuli elicit selective responding. <i>Cognition</i> , 2008, 108, 557-565.	2.2	119
35	Individual differences in the perception of similarity and difference. <i>Cognition</i> , 2008, 108, 781-795.	2.2	51
36	An asymmetric effect of relational integration on recognition memory. <i>Quarterly Journal of Experimental Psychology</i> , 2008, 61, 1169-1176.	1.1	16

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37	Head Up, Foot Down. <i>Psychological Science</i> , 2008, 19, 93-97.	3.3	132
38	Relational processing in conceptual combination and analogy. <i>Behavioral and Brain Sciences</i> , 2008, 31, 385-386.	0.7	7
39	Automatic vigilance for negative words is categorical and general.. <i>Emotion</i> , 2008, 8, 453-457.	1.8	94
40	Automatic vigilance for negative words in lexical decision and naming: Comment on Larsen, Mercer, and Balota (2006).. <i>Emotion</i> , 2008, 8, 441-444.	1.8	119
41	Metamorphosis: Essence, appearance, and behavior in the categorization of natural kinds. <i>Memory and Cognition</i> , 2007, 35, 1785-1800.	1.6	66
42	Roosters, robins, and alarm clocks: Aptness and conventionality in metaphor comprehension. <i>Journal of Memory and Language</i> , 2006, 55, 18-32.	2.1	82
43	Priming via relational similarity: A copper horse is faster when seen through a glass eye. <i>Journal of Memory and Language</i> , 2006, 55, 89-101.	2.1	75
44	Metaphor comprehension as attributive categorization~†. <i>Journal of Memory and Language</i> , 2005, 53, 110-124.	2.1	53
45	Comparison and Contrast in Perceptual Categorization.. <i>Journal of Experimental Psychology: Learning Memory and Cognition</i> , 2005, 31, 1459-1476.	0.9	28
46	The Importance of Being Nonalignable: A Critical Test of the Structural Alignment Theory of Similarity.. <i>Journal of Experimental Psychology: Learning Memory and Cognition</i> , 2004, 30, 1082-1092.	0.9	10
47	Confidence and gradedness in semantic categorization: Definitely somewhat artifactual, maybe absolutely natural. <i>Psychonomic Bulletin and Review</i> , 2004, 11, 1041-1047.	2.8	31
48	“Fortunately, I’m no Einstein”~ Comparison Relevance as a Determinant of Behavioral Assimilation and Contrast. <i>Social Cognition</i> , 2004, 22, 607-636.	0.9	40
49	A tale of two similarities: comparison and integration in conceptual combination. <i>Cognitive Science</i> , 2003, 27, 911-921.	1.7	41
50	Domain differences in the structure of artifactual and natural categories. <i>Memory and Cognition</i> , 2003, 31, 199-214.	1.6	48
51	Attributive and relational processes in nominal combination. <i>Journal of Memory and Language</i> , 2003, 48, 304-319.	2.1	96
52	A tale of two similarities: comparison and integration in conceptual combination. <i>Cognitive Science</i> , 2003, 27, 911-921.	1.7	11
53	The Emergence of Novel Attributes in Concept Modification. <i>Creativity Research Journal</i> , 2002, 14, 149-156.	2.6	82
54	Interactive property attribution in concept combination. <i>Memory and Cognition</i> , 2000, 28, 28-34.	1.6	69

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55	Similarity and attribution in concept combination: Reply to Wisniewski. <i>Memory and Cognition</i> , 2000, 28, 39-40.	1.6	4
56	Feature accessibility in conceptual combination: Effects of context-induced relevance. <i>Psychonomic Bulletin and Review</i> , 2000, 7, 510-515.	2.8	21