

Benedict G C Dellaert

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/9401266/publications.pdf>

Version: 2024-02-01

87
papers

4,644
citations

126858

33
h-index

106281

65
g-index

88
all docs

88
docs citations

88
times ranked

3974
citing authors

| # | ARTICLE | IF | CITATIONS |
|----|---|-----|-----------|
| 1 | Beyond nudges: Tools of a choice architecture. <i>Marketing Letters</i> , 2012, 23, 487-504. | 1.9 | 621 |
| 2 | What drives consumers to shop online? A literature review. <i>Journal of Service Management</i> , 2004, 15, 102-121. | 2.2 | 620 |
| 3 | Marketing Mass-Customized Products: Striking a Balance between Utility and Complexity. <i>Journal of Marketing Research</i> , 2005, 42, 219-227. | 3.0 | 325 |
| 4 | The Bright Side and Dark Side of Embedded Ties in Business-to-Business Innovation. <i>Journal of Marketing</i> , 2011, 75, 34-52. | 7.0 | 234 |
| 5 | How tolerable is delay?: Consumers'™ evaluations of internet web sites after waiting. <i>Journal of Interactive Marketing</i> , 1999, 13, 41-54. | 4.3 | 185 |
| 6 | Multi-faceted tourist travel decisions: a constraint-based conceptual framework to describe tourists' sequential choices of travel components. <i>Tourism Management</i> , 1998, 19, 313-320. | 5.8 | 170 |
| 7 | Retailing Innovations in a Globalizing Retail Market Environment. <i>Journal of Retailing</i> , 2011, 87, S53-S66. | 4.0 | 155 |
| 8 | The consumer production journey: marketing to consumers as co-producers in the sharing economy. <i>Journal of the Academy of Marketing Science</i> , 2019, 47, 238-254. | 7.2 | 134 |
| 9 | Investigating Consumers' Tendency to Combine Multiple Shopping Purposes and Destinations. <i>Journal of Marketing Research</i> , 1998, 35, 177. | 3.0 | 113 |
| 10 | Investigating Consumers'™ Tendency to Combine Multiple Shopping Purposes and Destinations. <i>Journal of Marketing Research</i> , 1998, 35, 177-188. | 3.0 | 99 |
| 11 | Tourism development. <i>Annals of Tourism Research</i> , 2001, 28, 1010-1030. | 3.7 | 88 |
| 12 | Nominal group technique to select attributes for discrete choice experiments: an example for drug treatment choice in osteoporosis. <i>Patient Preference and Adherence</i> , 2013, 7, 133. | 0.8 | 87 |
| 13 | The Effect of Attribute Variation on Consumer Choice Consistency. <i>Marketing Letters</i> , 1999, 10, 139-147. | 1.9 | 86 |
| 14 | Combining Sources of Preference Data for Modeling Complex Decision Processes. <i>Marketing Letters</i> , 1999, 10, 205-217. | 1.9 | 81 |
| 15 | Resident tradeoffs. <i>Annals of Tourism Research</i> , 1999, 26, 554-569. | 3.7 | 77 |
| 16 | Searching in Choice Mode: Consumer Decision Processes in Product Search with Recommendations. <i>Journal of Marketing Research</i> , 2012, 49, 277-288. | 3.0 | 77 |
| 17 | Increasing the Attractiveness of Mass Customization: The Role of Complementary On-line Services and Range of Options. <i>International Journal of Electronic Commerce</i> , 2009, 13, 43-70. | 1.4 | 73 |
| 18 | Shopping context and consumers'™ mental representation of complex shopping trip decision problems. <i>Journal of Retailing</i> , 2008, 84, 219-232. | 4.0 | 71 |

| # | ARTICLE | IF | CITATIONS |
|----|---|-----|-----------|
| 19 | Buying Modular Systems in Technology-Intensive Markets. <i>Journal of Marketing Research</i> , 2003, 40, 335-350. | 3.0 | 70 |
| 20 | A day in the city. <i>Tourism Management</i> , 1995, 16, 347-353. | 5.8 | 65 |
| 21 | Complexity Effects in Choice Experiment-Based Models. <i>Journal of Marketing Research</i> , 2012, 49, 424-434. | 3.0 | 63 |
| 22 | Follow-up after treatment for breast cancer: One strategy fits all? An investigation of patient preferences using a discrete choice experiment. <i>Acta Oncologica</i> , 2010, 49, 328-337. | 0.8 | 53 |
| 23 | Consumer Informedness and Firm Information Strategy. <i>Information Systems Research</i> , 2014, 25, 345-363. | 2.2 | 53 |
| 24 | Consumer decisions with artificially intelligent voice assistants. <i>Marketing Letters</i> , 2020, 31, 335-347. | 1.9 | 51 |
| 25 | Modeling and Measuring Individuals' Mental Representations of Complex Spatio-Temporal Decision Problems. <i>Environment and Behavior</i> , 2008, 40, 843-869. | 2.1 | 45 |
| 26 | Behavioral frontiers in choice modeling. <i>Marketing Letters</i> , 2008, 19, 215-228. | 1.9 | 44 |
| 27 | Patients' preferences for osteoporosis drug treatment: a discrete-choice experiment. <i>Arthritis Research and Therapy</i> , 2014, 16, R36. | 1.6 | 44 |
| 28 | Savings adequacy uncertainty: Driver or obstacle to increased pension contributions?. <i>Journal of Economic Psychology</i> , 2012, 33, 882-896. | 1.1 | 42 |
| 29 | Conjoint models of tourist portfolio choice: Theory and illustration. <i>Leisure Sciences</i> , 1997, 19, 31-58. | 2.2 | 41 |
| 30 | Situation Variation in Consumers' Media Channel Consideration. <i>Journal of the Academy of Marketing Science</i> , 2005, 33, 575-584. | 7.2 | 41 |
| 31 | Consumer Acceptance of Recommendations by Interactive Decision Aids: The Joint Role of Temporal Distance and Concrete Versus Abstract Communications. <i>Journal of Management Information Systems</i> , 2011, 27, 231-260. | 2.1 | 41 |
| 32 | Tourists' Mental Representations of Complex Travel Decision Problems. <i>Journal of Travel Research</i> , 2014, 53, 3-11. | 5.8 | 41 |
| 33 | Choice in Interactive Environments. <i>Marketing Letters</i> , 2005, 16, 309-320. | 1.9 | 37 |
| 34 | Tunnel Vision: Local Behavioral Influences on Consumer Decisions in Product Search. <i>Marketing Science</i> , 2010, 29, 438-455. | 2.7 | 37 |
| 35 | Family Members' Projections of Each Other's Preference and Influence: A Two-Stage Conjoint Approach. <i>Marketing Letters</i> , 1998, 9, 135-145. | 1.9 | 36 |
| 36 | Whose Algorithm Says So: The Relationships between Type of Firm, Perceptions of Trust and Expertise, and the Acceptance of Financial Robo-Advice. <i>Journal of Interactive Marketing</i> , 2020, 49, 107-124. | 4.3 | 34 |

| # | ARTICLE | IF | CITATIONS |
|----|---|-----|-----------|
| 37 | Scrutinizing individuals'™ leisure-shopping travel decisions to appraise activity-based models of travel demand. <i>Transportation</i> , 2010, 37, 647-661. | 2.1 | 32 |
| 38 | Consumers'™ intention to use health recommendation systems to receive personalized nutrition advice. <i>BMC Health Services Research</i> , 2013, 13, 126. | 0.9 | 26 |
| 39 | Patients'™ preferences for anti-osteoporosis drug treatment: a cross-European discrete choice experiment. <i>Rheumatology</i> , 2017, 56, 1167-1176. | 0.9 | 26 |
| 40 | Investigating the complementary value of discrete choice experiments for the evaluation of barriers and facilitators in implementation research: a questionnaire survey. <i>Implementation Science</i> , 2009, 4, 10. | 2.5 | 25 |
| 41 | Consumer Preferences for Health and Nonhealth Outcomes of Health Promotion: Results from a Discrete Choice Experiment. <i>Value in Health</i> , 2013, 16, 114-123. | 0.1 | 24 |
| 42 | Preferences for potential innovations in non-invasive colorectal cancer screening: A labeled discrete choice experiment for a Dutch screening campaign. <i>Acta Oncologica</i> , 2014, 53, 898-908. | 0.8 | 24 |
| 43 | Route Choice under Uncertainty. <i>Transportation Research Record</i> , 2008, 2082, 72-80. | 1.0 | 19 |
| 44 | Individual pension risk preference elicitation and collective asset allocation with heterogeneity. <i>Journal of Banking and Finance</i> , 2019, 101, 206-225. | 1.4 | 19 |
| 45 | Discrete choice experiments for complex health care decisions: does hierarchical information integration offer a solution?. <i>Health Economics (United Kingdom)</i> , 2009, 18, 903-920. | 0.8 | 18 |
| 46 | Combining Individual-Level Discrete Choice Experiment Estimates and Costs to Inform Health Care Management Decisions about Customized Care: The Case of Follow-Up Strategies after Breast Cancer Treatment. <i>Value in Health</i> , 2012, 15, 680-689. | 0.1 | 18 |
| 47 | The Effect of Presenting Information about Invasive Follow-Up Testing on Individuals'™ Noninvasive Colorectal Cancer Screening Participation Decision: Results from a Discrete Choice Experiment. <i>Value in Health</i> , 2014, 17, 578-587. | 0.1 | 18 |
| 48 | Promoting Interactive Decision Aids on Retail Websites: A Message Framing Perspective with New versus Traditional Focal Actions. <i>Journal of Retailing</i> , 2012, 88, 226-235. | 4.0 | 17 |
| 49 | An interactive computer-based interface to support the discovery of individuals'™ mental representations and preferences in decisions problems: An application to travel behavior. <i>Computers in Human Behavior</i> , 2011, 27, 997-1011. | 5.1 | 14 |
| 50 | MODELLING STRATEGIC BEHAVIOUR IN ANTICIPATION OF CONGESTION. <i>Transportmetrica</i> , 2007, 3, 119-138. | 1.8 | 13 |
| 51 | Individuals'™ Decisions in the Presence of Multiple Goals. <i>Customer Needs and Solutions</i> , 2018, 5, 51-64. | 0.5 | 13 |
| 52 | Conjoint choice models of joint participation and activity choice. <i>International Journal of Research in Marketing</i> , 1996, 13, 251-264. | 2.4 | 12 |
| 53 | Variations in Tourist Price Sensitivity: A Stated Preference Model to Capture the Joint Impact of Differences in Systematic Utility and Response Consistency. <i>Leisure Sciences</i> , 2003, 25, 81-96. | 2.2 | 12 |
| 54 | Consumer activity pattern choice. <i>Journal of Retailing and Consumer Services</i> , 1997, 4, 25-37. | 5.3 | 11 |

| # | ARTICLE | IF | CITATIONS |
|----|---|-----|-----------|
| 55 | Incorporating Mental Representations in Discrete Choice Models of Travel Behavior: Modeling Approach and Empirical Application. <i>Transportation Science</i> , 2015, 49, 577-590. | 2.6 | 11 |
| 56 | Product set granularity and consumer response to recommendations. <i>Journal of the Academy of Marketing Science</i> , 2020, 48, 186-202. | 7.2 | 11 |
| 57 | Touristsâ€™ Valuation of Other Touristsâ€™ Contributions to Travel Web Sites. , 2000, , 293-302. | | 11 |
| 58 | Promoting later planned retirement: Construal level intervention impact reverses with age. <i>Journal of Economic Psychology</i> , 2015, 50, 124-131. | 1.1 | 10 |
| 59 | Preference Dynamics in Sequential Consumer Choice with Defaults. <i>Journal of Marketing Research</i> , 2020, 57, 1096-1112. | 3.0 | 9 |
| 60 | The Tourist as Value Creator on the Internet. , 1999, , 66-76. | | 9 |
| 61 | SUPPORTING TOURIST ACTIVITY PLANNING DECISIONS FROM AN URBAN TOURISM MANAGEMENT PERSPECTIVE. <i>Tourism Analysis</i> , 2003, 8, 153-157. | 0.5 | 8 |
| 62 | Modeling Impact of Emerging Uncertain Time-Dependent Aggregate Activity-Travel Patterns on Individual Activity Participation and Timing Decisions. <i>Transportation Research Record</i> , 2004, 1894, 28-36. | 1.0 | 8 |
| 63 | Visitorsâ€™ strategic anticipation of crowding in scarce recreational resources. <i>Journal of Retailing and Consumer Services</i> , 2010, 17, 449-456. | 5.3 | 8 |
| 64 | Consumersâ€™ evaluation of allocation policies for scarce health care services: Vested interest activation trumps spatial and temporal distance. <i>Marketing Letters</i> , 2012, 23, 531-543. | 1.9 | 8 |
| 65 | Communication network formation with link specificity and value transferability. <i>European Journal of Operational Research</i> , 2013, 229, 199-211. | 3.5 | 8 |
| 66 | Integrating Prospect Theory and Stackelberg Games to Model Strategic Dyad Behavior of Information Providers and Travelers: Theory and Numerical Simulations. <i>Transportation Research Record</i> , 2005, 1926, 181-188. | 1.0 | 8 |
| 67 | The Impact of Price Disclosure on Dynamic Shopping Decisions. <i>Marketing Letters</i> , 2005, 16, 37-52. | 1.9 | 7 |
| 68 | Online measurement of mental representations of complex spatial decision problems: Comparison of CNET and hard laddering. <i>Transportation Research Part F: Traffic Psychology and Behaviour</i> , 2014, 22, 170-183. | 1.8 | 7 |
| 69 | Integrating Prospect Theory and Stackelberg Games to Model Strategic Dyad Behavior of Information Providers and Travelers. <i>Transportation Research Record</i> , 2005, 1926, 181-188. | 1.0 | 5 |
| 70 | Communication channel consideration for in-home services. <i>Journal of Service Management</i> , 2012, 23, 216-252. | 4.4 | 5 |
| 71 | Paying more for faster care? Individuals' attitude toward price-based priority access in health care. <i>Social Science and Medicine</i> , 2013, 84, 119-128. | 1.8 | 5 |
| 72 | Deriving attribute utilities from mental representations of complex decisions. <i>Journal of Choice Modelling</i> , 2017, 22, 24-38. | 1.2 | 5 |

| # | ARTICLE | IF | CITATIONS |
|----|--|-----|-----------|
| 73 | Digital customization of consumer investments in multiple funds: virtual integration improves riskâ€“return decisions. <i>Journal of the Academy of Marketing Science</i> , 2021, 49, 723-742. | 7.2 | 5 |
| 74 | Situation-based shifts in consumer web site benefit importance: The joint role of cognition and affect. <i>Information and Management</i> , 2009, 46, 23-30. | 3.6 | 4 |
| 75 | Heuristic decision making in network linking. <i>European Journal of Operational Research</i> , 2016, 251, 158-170. | 3.5 | 4 |
| 76 | The impact of health vs. non-health goals on individualsâ€™ lifestyle program choices: a discrete choice experiment approach. <i>BMC Public Health</i> , 2020, 20, 411. | 1.2 | 3 |
| 77 | Incorporating Mental Representations in Discrete Choice Models of Travel Behaviour: Modelling Approach and Empirical Application. <i>SSRN Electronic Journal</i> , 2013, , . | 0.4 | 2 |
| 78 | Individuals' Decisions in the Presence of Multiple Goals. <i>SSRN Electronic Journal</i> , 2017, , . | 0.4 | 2 |
| 79 | Publicly announced access recommendations and consumers' service time choices with uncertain congestion. <i>Journal of Choice Modelling</i> , 2014, 10, 1-10. | 1.2 | 1 |
| 80 | Partitioning Sorted Sets: Overcoming Choice Overload While Maintaining Decision Quality. <i>SSRN Electronic Journal</i> , 2017, , . | 0.4 | 1 |
| 81 | Choice Architecture for Healthier Insurance Choices: Ordering and Partitioning Can Improve Decisions. <i>SSRN Electronic Journal</i> , 2019, , . | 0.4 | 1 |
| 82 | Using Conjoint Choice Experiments to Model Consumer Choices of Product Component Packages. , 2007, , 273-293. | | 1 |
| 83 | Tunnel Vision: Local Behavioral Influences on Consumer Decisions in Product Search. <i>SSRN Electronic Journal</i> , 2009, , . | 0.4 | 0 |
| 84 | Investigating Situational Differences in Individualsâ€™ Mental Representations of Activity-Travel Decisions: Progress and Empirical Illustration for the Impact of Online Alternatives. , 2015, , 115-135. | | 0 |
| 85 | Promoting Later Planned Retirement: The Differential Impact of Construal Level Interventions for Younger and Older Individuals. <i>SSRN Electronic Journal</i> , 0, , . | 0.4 | 0 |
| 86 | Online Measurement of Mental Representations of Complex Spatial Decision Problems: Comparison of CNET and Hard Laddering. <i>SSRN Electronic Journal</i> , 0, , . | 0.4 | 0 |
| 87 | Heuristic Decision Making in Network Linking. <i>SSRN Electronic Journal</i> , 0, , . | 0.4 | 0 |