

# Dilip Soman

## List of Publications by Year in descending order

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Version: 2024-02-01

53  
papers

4,051  
citations

172457

29  
h-index

223800

46  
g-index

57  
all docs

57  
docs citations

57  
times ranked

2550  
citing authors

#	ARTICLE	IF	CITATIONS
1	Overchoice and Assortment Type: When and Why Variety Backfires. <i>Marketing Science</i> , 2005, 24, 382-395.	4.1	328
2	Payment Depreciation: the Behavioral Effects of Temporally Separating Payments From Consumption. <i>Journal of Consumer Research</i> , 1998, 25, 160-174.	5.1	283
3	Effects of Payment Mechanism on Spending Behavior: The Role of Rehearsal and Immediacy of Payments. <i>Journal of Consumer Research</i> , 2001, 27, 460-474.	5.1	278
4	The mental accounting of sunk time costs: why time is not like money. <i>Journal of Behavioral Decision Making</i> , 2001, 14, 169-185.	1.7	245
5	Transaction Decoupling: How Price Bundling Affects the Decision to Consume. <i>Journal of Marketing Research</i> , 2001, 38, 30-44.	4.8	232
6	The Effect of Credit on Spending Decisions: The Role of the Credit Limit and Credibility. <i>Marketing Science</i> , 2002, 21, 32-53.	4.1	201
7	Malleable Mental Accounting: The Effect of Flexibility on the Justification of Attractive Spending and Consumption Decisions. <i>Journal of Consumer Psychology</i> , 2006, 16, 33-44.	4.5	189
8	The Psychology of Intertemporal Discounting: Why are Distant Events Valued Differently from Proximal Ones?. <i>Marketing Letters</i> , 2005, 16, 347-360.	2.9	185
9	A megastudy of text-based nudges encouraging patients to get vaccinated at an upcoming doctor's appointment. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2021, 118, .	7.1	154
10	The Effect of Payment Transparency on Consumption: Quasi-Experiments from the Field. <i>Marketing Letters</i> , 2003, 14, 173-183.	2.9	150
11	The Illusion of Delayed Incentives: Evaluating Future Effort-Money Transactions. <i>Journal of Marketing Research</i> , 1998, 35, 427-437.	4.8	137
12	On the Perceived Value of Money: The Reference Dependence of Currency Numerosity Effects. <i>Journal of Consumer Research</i> , 2007, 34, 1-10.	5.1	121
13	When Goals Are Counterproductive: The Effects of Violation of a Behavioral Goal on Subsequent Performance. <i>Journal of Consumer Research</i> , 2004, 31, 52-62.	5.1	119
14	Looking Back: Exploring the Psychology of Queuing and the Effect of the Number of People Behind. <i>Journal of Consumer Research</i> , 2003, 29, 517-530.	5.1	110
15	The Illusion of Delayed Incentives: Evaluating Future Effort-Money Transactions. <i>Journal of Marketing Research</i> , 1998, 35, 427.	4.8	109
16	Earmarking and Partitioning: Increasing Saving by Low-Income Households. <i>Journal of Marketing Research</i> , 2011, 48, S14-S22.	4.8	104
17	The Effect of Partitions on Controlling Consumption. <i>Journal of Marketing Research</i> , 2008, 45, 665-675.	4.8	100
18	A Practitioner's Guide to Nudging. <i>SSRN Electronic Journal</i> , 0, , .	0.4	86

#	ARTICLE	IF	CITATIONS
19	The Categorization of Time and Its Impact on Task Initiation. <i>Journal of Consumer Research</i> , 2014, 41, 810-822.	5.1	80
20	Virtual Progress: The Effect of Path Characteristics on Perceptions of Progress and Choice. <i>Management Science</i> , 2003, 49, 1229-1250.	4.1	67
21	The Fewer the Better: Number of Goals and Savings Behavior. <i>Journal of Marketing Research</i> , 2011, 48, 944-957.	4.8	66
22	The Effect of Windfall Gains on the Sunk-Cost Effect. <i>Marketing Letters</i> , 2001, 12, 51-62.	2.9	61
23	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
24	Modeling the Effects of Advertised Price Claims: Tensile Versus Precise Claims?. <i>Marketing Science</i> , 1999, 18, 154-177.	4.1	52
25	The Duration Heuristic. <i>Journal of Consumer Research</i> , 2007, 34, 315-326.	5.1	48
26	Attribute Evaluability and the Range Effect. <i>Journal of Consumer Research</i> , 2005, 32, 363-369.	5.1	47
27	Crossing the Virtual Boundary. <i>Psychological Science</i> , 2012, 23, 1200-1207.	3.3	37
28	Memory markers: How consumers recall the duration of experiences. <i>Journal of Consumer Psychology</i> , 2009, 19, 508-516.	4.5	36
29	Brand promotions as a lottery. <i>Marketing Letters</i> , 1995, 6, 221-233.	2.9	35
30	Title is missing!. <i>Marketing Letters</i> , 2002, 13, 359-372.	2.9	34
31	The role of computational ease on the decision to spend loyalty program points. <i>Journal of Consumer Psychology</i> , 2011, 21, 146-156.	4.5	32
32	Consumers' waiting in queues: The role of first-order and second-order justice. <i>Psychology and Marketing</i> , 2008, 25, 262-279.	8.2	31
33	Prospective and retrospective evaluations of experiences: how you evaluate an experience depends on when you evaluate it. <i>Journal of Behavioral Decision Making</i> , 2003, 16, 35-52.	1.7	30
34	The effect of time delay on multi-attribute choice. <i>Journal of Economic Psychology</i> , 2004, 25, 153-175.	2.2	29
35	Criteria to assess potential reverse innovations: opportunities for shared learning between high- and low-income countries. <i>Globalization and Health</i> , 2017, 13, 4.	4.9	25
36	Initial development of Supportive care Assessment, Prioritization and Recommendations for Kids (SPARK), a symptom screening and management application. <i>BMC Medical Informatics and Decision Making</i> , 2019, 19, 9.	3.0	17

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37	The consumer psychology of mail-in rebates. <i>Journal of Product and Brand Management</i> , 2011, 20, 147-157.	4.3	15
38	Longitudinal evaluation of Supportive care Prioritization, Assessment and Recommendations for Kids (SPARK), a symptom screening and management application. <i>BMC Cancer</i> , 2019, 19, 458.	2.6	13
39	Successfully scaled solutions need not be homogenous. <i>Behavioural Public Policy</i> , 2021, 5, 80-89.	2.4	9
40	Extremeness Seeking: When and Why Consumers Prefer the Extremes. <i>SSRN Electronic Journal</i> , 0, , .	0.4	9
41	Feasibility of a randomized controlled trial of symptom screening and feedback to healthcare providers compared with standard of care using the SPARK platform. <i>Supportive Care in Cancer</i> , 2020, 28, 2729-2734.	2.2	7
42	The Consumer Psychology of Mail-in Rebates: A Model of Anchoring and Adjustment. <i>SSRN Electronic Journal</i> , 2005, , .	0.4	5
43	Debiasing or rebiasing? Moderating the illusion of delayed incentives. <i>Journal of Economic Psychology</i> , 2011, 32, 307-316.	2.2	5
44	Salient knowledge that others are also evaluating reduces judgment extremity. <i>Journal of the Academy of Marketing Science</i> , 2022, 50, 366-387.	11.2	4
45	Can Making Family Salient Increase Financial Savings? Quantifying Heterogeneous Treatment Effects in Voluntary Retirement Contributions Using a Field Experiment in Mexico. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
46	Information-seeking when information doesn't matter. <i>Journal of Behavioral Decision Making</i> , 2022, 35, .	1.7	4
47	Does the visual salience of credit card features affect choice?. <i>Behavioural Public Policy</i> , 2023, 7, 291-308.	2.4	3
48	The role of timeframes in the retrieval and temporal location judgments of past events. <i>Marketing Letters</i> , 2022, 33, 19-25.	2.9	2
49	Consumers Waiting in Queues: The Role of First-order and Second-order Justice. <i>SSRN Electronic Journal</i> , 2006, , .	0.4	1
50	The Duration Heuristic. <i>SSRN Electronic Journal</i> , 2006, , .	0.4	0
51	Human Resource Management: For Humans. <i>NHRD Network Journal</i> , 2021, 14, 173-185.	0.2	0
52	The Effect of Bracketing on Spending. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
53	A behavioral science framework to address latent demand in mental healthcare. <i>Nature Medicine</i> , 2022, , .	30.7	0