

## **Scholarly publications Dirk Smeesters**

Johnson, C.S., Smeesters, D.H.R.V. & Wheeler, S.C. (2012). Visual perspective influences the use of metacognitive information in temporal comparisons. *Journal of Personality and Social Psychology*.

Liu, J., Smeesters, D.H.R.V. & Vohs, K.D. (2012). Reminders of money elicit feelings of threat and reactance in response to social influence. *Journal of Consumer Research*.

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Liu, J., Smeesters, D.H.R.V. & Trampe, D. (2012). Effects of messiness on preferences for simplicity. *Journal of Consumer Research*.

Antioco, M., Smeesters, D.H.R.V. & Le Boedec, A. (2011). The effectiveness of cosmetics advertising: Kate Moss or the girl next door. *Journal of Advertising Research*.

Wheeler, S.C., Smeesters, D.H.R.V. & Kay, A.C. (2011). Culture modifies the operation of prime-to-behavior effects. *Journal of Experimental Social Psychology*, 47(4), 824-829.

Smeesters, D.H.R.V. & Liu, J. (2011). The effect of color (red versus blue) on assimilation versus contrast in prime-to-behavior effects. *Journal of Experimental Social Psychology*, 47(3), 653-656.

Fransen, M. L., Smeesters, D.H.R.V. & Fennis, Bob M. (2011). The role of social presence in mortality salience effects. *Journal of Business Research*, 64(1), 29-33.

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Lam, S. R., Morrison, K. R. & Smeesters, D.H.R.V. (2009). Gender, Intimacy, and Risky Sex: A Terror Management Account. *Personality and Social Psychology Bulletin*, 35(8), 1046-1056.

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Smeesters, D.H.R.V., Wheeler, S.C. & Kay, A.C. (2009). The role of interpersonal perceptions in the prime-to-behavior pathway. *Journal of Personality and Social Psychology*, 96(2), 395-414.

Lerouge, D. & Smeesters, D.H.R.V. (2008). Knowledge activation after information encoding: Implications of trait priming on person judgment. *Journal of Experimental Social Psychology*, 33(2), 429-436.

Mandel, N. & Smeesters, D.H.R.V. (2008). The sweet escape: Effects of mortality salience on consumption quantities for high- and low self-esteem consumers. *Journal of Consumer Research*, 35(2), 309-323.

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