

# Joachim Vosgerau

MARKETING MANAGEMENT

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## ARTICLES IN SCHOLARLY JOURNALS

JUNG M. H., SMEETS P., STOOP J., VOSGERAU J.

**Social status and unethical behavior: Two replications of the field studies in Piff et al. (2012).**

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KUEHN S., VOSGERAU J.

**The public's overestimation of immorality of formerly incarcerated people**

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VOSGERAU J., SCOPELLITI I., HUH Y. E.

**Exerting Self-Control ≠ Sacrificing Pleasure**

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JOHN L. K., LOEWENSTEIN G., ACQUISTI A., VOSGERAU J.

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**More intense experiences, less intense forecasts: Why people overweight probability specifications in affective forecasts.**

Journal of Personality and Social Psychology, 2014, vol.106, no. 1, pp.20-36

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**Social Defaults: Observed Choices Become Choice Defaults**

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**Framing Influences Willingness to Pay but Not Willingness to Accept**

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**How prevalent is wishful thinking? Misattribution of arousal causes optimism and pessimism in subjective probabilities.**

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**Thought for Food: Imagined Consumption Reduces Actual Consumption**

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**Indeterminacy and Live Television**

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## COMMENTS, DISCUSSIONS, REPLIES IN JOURNAL

SCOPELLITI I., VOSGERAU J., HUH Y. E.

**Response to Commentaries on the Exerting Self-Control ≠ Sacrificing Pleasure Research Dialogue**

2020, Journal of Consumer Psychology

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## PROCEEDINGS/PRESENTATIONS

BAS B., CIULLI R., VOSGERAU J.

**Why Do People Condemn and Appreciate Experiments?**

*EMAC Annual Conference, May 24-27, 2022, Budapest, Hungary*

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