

Adam Eric Greenberg

MARKETING MANAGEMENT

ARTICOLI SU RIVISTA SCIENTIFICA

GREENBERG A. E., HERSHFIELD H. E., SHU S. B., SPILLER S. A.

What Motivates Social Security Claiming Age Intentions? Testing Behaviorally-Informed Interventions Alongside Individual Differences

Journal of Marketing Research, 2023, vol.60, no. 6, pp.1052–1070

GLADSTONE J. J., JACHIMOWICZ J. M., GREENBERG A. E., GALINSKY A. D.

Financial shame spirals: How shame intensifies financial hardship

Organizational Behavior and Human Decision Processes, 2021, vol.167, pp.42–56

JACHIMOWICZ J. M., MO R., GREENBERG A. E., JERONIMUS B., WHILLANS A. V.

Income More Reliably Predicts Frequent Than Intense Happiness

Social Psychological and Personality Science, 2021, vol.12, no. 7, pp.1294–1306

GREENBERG A. E., MOGILNER C.

Consumer debt and satisfaction in life.

Journal of Experimental Psychology: Applied, 2021, vol.27, no. 1, pp.57–68

GREENBERG A. E., SUSSMAN A. B., HERSHFIELD H. E.

Financial product sensitivity predicts financial health

Journal of Behavioral Decision Making, 2020, vol.33, no. 1, pp.15–26

GREENBERG A. E., HERSHFIELD H. E.

On shifting consumers from high-interest to low-interest debt

Financial Planning Review, 2019, vol.2, no. 1, pp.e1035

GREENBERG A. E., HERSHFIELD H. E.

Financial decision making

Consumer Psychology Review, 2019, vol.2, no. 1, pp.17–29

LUPOLI M. J., LEVINE E. E., GREENBERG A. E.

Paternalistic lies

Organizational Behavior and Human Decision Processes, 2018, vol.146, pp.31–50

GREENBERG A. E., SPILLER S. A.

Opportunity Cost Neglect Attenuates the Effect of Choices on Preferences

Psychological Science, 2016, vol.27, no. 1, pp.103–113

GREENBERG A. E.

On the complementarity of prosocial norms: The case of restaurant tipping during the holidays

Journal of Economic Behavior & Organization, 2014, vol.97, pp.103–112

GREENBERG A. E.

When imagining future wealth influences risky decision making

Judgment and Decision Making, 2013, vol.8, no. 3, pp.268-277

FLYNN S. M., GREENBERG A. E.

Does Weather Actually Affect Tipping? An Empirical Analysis of Time-Series Data

Journal of Applied Social Psychology, 2012, vol.42, no. 3, pp.702-716

ALTRO

JACHIMOWICZ J. M., GREENBERG A. E.

Lower Income Translates to Fewer Happy Experiences—Here is How We Can Fix It

2021, Character & Context – Society for Personality and Social Psychology, Stati Uniti d'America

GREENBERG A. E., LEVINE E. E., LUPOLI M. J.

When Is It OK to Tell a Well Meaning Lie?

2018, Harvard Business Review, Stati Uniti d'America

ARTICOLI SU QUOTIDIANI NAZIONALI/INTERNAZIONALI

GLADSTONE J. J., JACHIMOWICZ J. M., GREENBERG A. E., GALINSKY A. D.

If Money Is Tight, That's Nothing To Be Ashamed of

The Boston Globe , 27 Ottobre, 2021
