

# Chiara Longoni

#### MARKETING MANAGEMENT

## ARTICLES IN SCHOLARLY JOURNALS

HONG J. S., LONGONI C., MORWITZ V. G.

Proximity bias: Interactive effect of spatial distance and outcome valence on probability judgments

Journal of Consumer Psychology, 2024, vol.34, no. 1, pp.18-34

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Algorithmic Transference: People Overgeneralize Failures of AI in the Government

Journal of Marketing Research, 2023, vol.60, no. 1, pp.170-188

SCHWEIDEL D. A., BART Y., INMAN J. J., STEPHEN A. T., LIBAI B., ANDREWS M., ROSARIO A. B., CHAE I., CHEN Z., KUPOR D., LONGONI C., THOMAZ F.

How consumer digital signals are reshaping the customer journey

Journal of the Academy of Marketing Science, 2022, vol.50, no. 6, pp.1257-1276

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Artificial Intelligence in Utilitarian vs. Hedonic Contexts: The "Word-of-Machine" Effect

Journal of Marketing, 2022, vol.86, no. 1, pp.91-108

CADARIO R., LONGONI C., MOREWEDGE C. K.

Understanding, explaining, and utilizing medical artificial intelligence

Nature Human Behavior, 2021, vol.5, no. 12, pp.1636-1642

CIAN L., LONGONI C., KRISHNA A.

Advertising a Desired Change: When Process Simulation Fosters (vs. Hinders) Credibility and Persuasion

Journal of Marketing Research, 2020, vol.57, no. 3, pp.489-508

LONGONI C., BONEZZI A., MOREWEDGE C. K.

Resistance to medical artificial intelligence is an attribute in a compensatory decision process: response to Pezzo and Beckstead (2020)

Judgment and Decision Making, 2020, vol.15, no. 3, pp.446-448

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**Resistance to Medical Artificial Intelligence** 

Journal of Consumer Research, 2019, vol.46, no. 4, pp.629-650

LONGONI C., GOLLWITZER P. M., OETTINGEN G.

A green paradox: Validating green choices has ironic effects on behavior, cognition, and perception

Journal of Experimental Social Psychology, 2014, vol.50, pp.158–165

### **OTHER**

LONGONI C., DOELL K.

How psychology can help people live more climate-friendly lives – lessons from around the world 2024, The Conversation

LONGONI C.

Do People Believe Generative AI?

2023, Insights@Questroom

LONGONI C., BARTLETT C.

Can we trust machines doing the news?

2023, 360info.org

LONGONI C., CADARIO R., MOREWEDGE C. K.

For Patients to Trust Medical AI, They Need to Understand It

2021, Harvard Business Review, United States of America

## PROCEEDINGS/PRESENTATIONS

LONGONI C., FRADKIN A., CIAN L., PENNYCOOK G.

News from Generative Artificial Intelligence Is Believed Less

FAccT '22: 2022 ACM Conference on Fairness, Accountability, and Transparency, June 21 - 24, 2022, Seoul, South Korea