

Publications

Published papers

- Rubaltelli E.**, Pittarello A. (In press). Negative emotion and trait emotional intelligence in reaction to terrorist attacks. *Personality and Individual Differences*.
- Ferretti R., Pancotto, F. **Rubaltelli E.** (2017). Persuasion in financial advertising: Behavioral or rational? *Journal of Behavioral and Experimental Economics*, 26-30.
- Natale C., **Rubaltelli E.**, Vieno A., Pittarello A., Billieux J. (2017). [Impulsivity influences betting under stress in laboratory gambling](#). *Scientific Reports*, 7, 1-12.
- Pittarello A., Conte B., Caserotti M., Scrimin S., **Rubaltelli E.** (2017). [Emotional intelligence buffers the effect of physiological arousal on dishonesty](#). *Psychonomic Bulletin & Review*.
- Pittarello A., **Rubaltelli E.**, Motro D. (2016). Legitimate lies: The relationship between omission, commission, and cheating. *European Journal of Social Psychology*, 46, 481-491.
- Rubaltelli E.**, Agnoli S., Franchin L. (2016). Sensitivity to affective information and investors' evaluation of past performance: An eye-tracking study. *Journal of Behavioral Decision Making*, 29, 295-306.
- Pittarello A., Motro D., **Rubaltelli E.**, Pluchino P. (2016). The relationship between attention allocation and cheating. *Psychonomic Bulletin & Review*, 23, 609-616.
- Agnoli S., Pittarello A., Hysenbelli D., **Rubaltelli E.** (2015). ["Give, but give until it hurts" The modulatory role of trait emotional intelligence on the motivation to help](#). *PLoS ONE*, 10, e0130704
- Agnoli S., Franchin L., **Rubaltelli E.**, Corazza G. E. (2015). An eye-tracking analysis of irrelevance processing as moderator of openness and creative performance. *Creative Research Journal*, 27, 125-132.
- Canale N., Vieno A., Griffiths M., **Rubaltelli E.**, Santinello M. (2015). Trait urgency and gambling problems in young people by age: The mediating role of decision-making processes. *Addictive Behaviors*, 46, 39-44.
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- Hysenbelli, D., **Rubaltelli E.**, Rumiati R. (2013). [Others' opinion count, but not all of them: anchoring to ingroup versus outgroup members' behavior in charitable giving](#). *Judgment and Decision Making*, 678-690.
- Pittarello A., **Rubaltelli E.**, Rumiati R. (2013). You can't be better than me: The role of social comparison and reference points in regulation moral behavior. *Journal of Economic Psychology*, 37, 65-76.
- Rubaltelli E.**, Dickert S., Slovic P. (2012). [Response mode, compatibility, and dual-process in the evaluation of simple gambles: An eye-tracking investigation](#). *Judgment and Decision Making*, 7, 427-440.
- Rubaltelli E.**, Agnoli S. (2012). The emotional cost of charitable donations. *Cognition & Emotion*, 26, 769-785.
- Tessari T., **Rubaltelli E.**, Tomelleri S., Zorzi C., Pietroni D., Levorato C., Rumiati R. (2011). €1 ≠ €1: Coins versus bills and people's spending behavior. *European Psychologist*, 16, 238-246.
- Rubaltelli E.** (2011). Attitudes toward xenotransplantation and stem cells: Risk perception and ethical issues. *Organs, Tissues & Cells*, 14, 11-19.
- Baghi, I., **Rubaltelli E.**, Tedeschi, M. (2010). Mental accounting and cause related marketing strategies. *International Review on Public and Nonprofit Marketing*, 7, 145-156.
- Rubaltelli E.**, Pasini G., Rumiati R., Olsen R.A., Slovic P. (2010). The influence of affective reactions on investment decisions. *Journal of Behavioral Finance*, 11, 168-176.
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- Polezzi D., Daum I., **Rubaltelli E.**, Lotto L., Civai C., Sartori G, Rumiati R. (2008). Mentalizing in economic decision-making. *Behavioural Brain Research*, 190, 218-223.
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Working papers

- Ferretti R., Pancotto, F, **Rubaltelli E.** A test of the behavioral versus the rational model of persuasion in financial advertising. *CEFIN Working Papers No 59*. Available at: http://www.cefin.unimore.it/new/wp-content/uploads/2016/05/Cefin_WP_59.pdf
- Rubaltelli E.**, Agnoli S., Rancan M., Pozzoli T. Emotional intelligence and risk taking in investment decision-making. *CEFIN Working Papers No 53*. Available at: <http://www.cefin.unimore.it/new/publications/emotional-intelligence-and-risk-taking-in-investment-decision-making/>
- Rubaltelli E.**, Slovic P. Reflection effect and the evaluation of sure versus uncertain alternatives in joint and separate evaluation.
- Rubaltelli E.**, Agnoli S. Trait emotional intelligence and consumers' preference for cause-related marketing campaigns.
- Rubaltelli E.**, Tomelleri S., Hysenbelli D., Tessari T. Different types of cash money influence people's purchase experience.
- Paolacci G., **Rubaltelli E.**, Gavaruzzi T. Same world different perceptions: Systems of measurement affect judgments.
- Gavaruzzi T., Manfrinati A., **Rubaltelli E.**, Lotto L. Are people less willing to play with their lives than with their money? How statistical information, purpose, and decision domain influence choices.
- Manfrinati A., **Rubaltelli E.**, Mazzocco K., Lotto L., Rumiati R. In search for an "alibi". The role of justification in moral judgment. *Working Paper of the Dept. of Developmental and Socialization Psychology* (University of Padova).
- Tedeschi, M., Baghi, I., **Rubaltelli, E.** Tag effect: How previous experiences of choice and rejection influence subsequent consumer decisions.
- Rubaltelli E.**, Savadori L., Rumiati R., Peters E., Slovic P. Affect and anchoring: Asymmetric influence on heuristic reasoning.
- Rubaltelli E.**, Tedeschi M., Baghi I., Rubuchi S. Effect of context and time constraints: Does the attraction effect depend on a non-compensatory processing? *Research Report R37-05 del Dipartimento di Scienze Sociali, Cognitive e Quantitative* (Università degli Studi di Modena e Reggio Emilia).

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