
Erik Hoelzl

Publications

Articles in Refereed Journals

1. Kokkoris, M. D., Hoelzl, E. & Kamleitner, B. (2020). Self-found, spellbound: The sense of own discovery shapes customer bonds with service venues. *Journal of Business Research*, 113, 303–316. doi: [10.1016/j.jbusres.2019.09.045](https://doi.org/10.1016/j.jbusres.2019.09.045)
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4. Gafeeva, R., Hoelzl, E. & Roschk, H. (2018). What else can your payment card do? Multifunctionality of payment modes can reduce payment transparency. *Marketing Letters*, 29(1), 61–72. doi: [10.1007/s11002-017-9445-2](https://doi.org/10.1007/s11002-017-9445-2)
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9. Hahn, L., Hoelzl, E. & Pollai, M. (2013). The effect of payment type on product-related emotions: Evidence from an experimental study. *International Journal of Consumer Studies*, 37(1), 21–28. doi: [10.1111/j.1470-6431.2011.01072.x](https://doi.org/10.1111/j.1470-6431.2011.01072.x)

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 11. Christandl, F., Fetchenhauer, D. & Hoelzl, E. (2011). Price perception and confirmation bias in the context of a VAT increase. *Journal of Economic Psychology*, 32(1), 131–141. doi: [10.1016/j.joep.2010.09.006](https://doi.org/10.1016/j.joep.2010.09.006)
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 13. Hoelzl, E., Pollai, M. & Kastner, H. (2011). Hedonic evaluations of cars: Effects of payment mode on prediction and experience. *Psychology & Marketing*, 28(11), 1115–1129. doi: [10.1002/mar.20419](https://doi.org/10.1002/mar.20419)
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Books

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2. Kirchler, E. & Hoelzl, E. (2002). *Arbeitsgestaltung in Organisationen* [Work design in organizations]. Wien: WUV. [ISBN 3-85114-627-1] (Russian translation 2003, [ISBN 966-95859-7-X])
 3. Kirchler, E., Rodler, C., Hoelzl, E. & Meier, K. (2001). *Conflict and decision making in close relationships: Love, money and daily routines*. Hove: Psychology Press. [ISBN 0-86377-811-9]
 4. Kirchler, E., Rodler, C., Hoelzl, E. & Meier, K. (2000). *Liebe, Geld und Alltag* [Love, money and everyday life]. Göttingen: Hogrefe. [ISBN 3-8017-1359-8]

Edited Volumes

1. Kirchler, E. & Hoelzl, E. (2011). Consumer behaviour and economic decisions. Topical Issue *Zeitschrift für Psychologie / Journal of Psychology*, 219(4).
2. Hoelzl, E. & Kapteyn, A. (2011). Financial capability. Special Issue *Journal of Economic Psychology*, 32(4).
3. Fetchenhauer, D., Pradel, J. & Hoelzl, E. (Eds.) (2010). *A boat trip through economic change. Proceedings of the IAREP/SABE/ICABEEP 2010 Conference Cologne*. Lengerich: Pabst. [ISBN 978-3-89967-651-8]
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5. Arbeitsgruppe Qualitative Sozialforschung (Wien) (Eds.) (1994). *Verführung zum Qualitativen Forschen. Eine Methodenauswahl* [Qualitative research methods]. Wien: WUV-Universitätsverlag. [ISBN3-85114-173-3]

Book Contributions

1. Heise, M. & Hoelzl, E. (2019). Verschuldung [Debt]. In M.A. Wirtz (Ed.), *Dorsch – Lexikon der Psychologie* (19th ed.) (p. 1885). Bern: Hogrefe. [ISBN 978-3-456-85914-9]
2. Hoelzl, E. (2019). Diamant-Modell [Diamond model]. In M.A. Wirtz (Ed.), *Dorsch – Lexikon der Psychologie* (19th ed.) (p. 420). Bern: Hogrefe. [ISBN 978-3-456-85914-9]
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7. Hofmann, E., Hartl, B., Sabitzer, T., Marth, S., Penz, E. & Hoelzl, E. (2019). Regulating consumers' contributions and usage of a shared good: An experimental approach. In D. Wruk, A. Oberg, I. Maurer (Eds.), *Perspectives on the Sharing Economy* (pp. 48–55). Newcastle upon Tyne, UK: Cambridge Scholars Publishing. [ISBN 978-1-5275-3512-1]
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 16. Kirchler, E. & Hoelzl, E. (2017). Tax behaviour. In R. Ranyard (Ed.), *Economic Psychology* (pp. 255–271). Hoboken, UK: Wiley-Blackwell. [ISBN 978-1-118-92648-2]
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35. Kirchler, E. & Hoelzl, E. (2006). Modelling taxpayers' behaviour as a function of interaction between tax authorities and taxpayers. In H. Elffers, P. Verboon & W. Huisman (Eds.), *Managing and Maintaining Compliance* (pp. 1–23). The Hague, NL: Boom Legal. [ISBN 9054547677]
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