

# Shlomo Benartzi

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/10399388/publications.pdf>

Version: 2024-02-01

26  
papers

6,866  
citations

623574

14  
h-index

839398

18  
g-index

26  
all docs

26  
docs citations

26  
times ranked

3154  
citing authors

#	ARTICLE	IF	CITATIONS
1	Save More Tomorrow <sup>SM</sup> : Using Behavioral Economics to Increase Employee Saving. <i>Journal of Political Economy</i> , 2004, 112, S164-S187.	3.3	1,737
2	Naive Diversification Strategies in Defined Contribution Saving Plans. <i>American Economic Review</i> , 2001, 91, 79-98.	4.0	1,346
3	Heuristics and Biases in Retirement Savings Behavior. <i>Journal of Economic Perspectives</i> , 2007, 21, 81-104.	2.7	673
4	Excessive Extrapolation and the Allocation of 401(k) Accounts to Company Stock. <i>Journal of Finance</i> , 2001, 56, 1747-1764.	3.2	623
5	Should Governments Invest More in Nudging?. <i>Psychological Science</i> , 2017, 28, 1041-1055.	1.8	484
6	The Nominal Share Price Puzzle. <i>Journal of Economic Perspectives</i> , 2009, 23, 121-142.	2.7	477
7	Risk Aversion or Myopia? Choices in Repeated Gambles and Retirement Investments. <i>Management Science</i> , 1999, 45, 364-381.	2.4	409
8	Annuity Puzzles. <i>Journal of Economic Perspectives</i> , 2011, 25, 143-164.	2.7	277
9	Behavioral Economics and the Retirement Savings Crisis. <i>Science</i> , 2013, 339, 1152-1153.	6.0	251
10	How Much Is Investor Autonomy Worth?. <i>Journal of Finance</i> , 2002, 57, 1593-1616.	3.2	242
11	Company Stock, Market Rationality, and Legal Reform. <i>SSRN Electronic Journal</i> , 2004, , .	0.4	70
12	The Law and Economics of Company Stock in 401(k) Plans. <i>Journal of Law and Economics</i> , 2007, 50, 45-79.	0.6	61
13	Energy Efficiency in Small and Medium-Sized Manufacturing Firms: Order Effects and the Adoption of Process Improvement Recommendations. <i>Manufacturing and Service Operations Management</i> , 2013, 15, 596-615.	2.3	59
14	The Illusion of Wealth and Its Reversal. <i>Journal of Marketing Research</i> , 2016, 53, 804-813.	3.0	36
15	Should Governments Invest More in Nudging?. <i>SSRN Electronic Journal</i> , 0, , .	0.4	23
16	Temporal Reframing and Participation in a Savings Program: A Field Experiment. <i>Marketing Science</i> , 2020, 39, 1039-1051.	2.7	23
17	Choice Architecture and Retirement Saving Plans. <i>SSRN Electronic Journal</i> , 0, , .	0.4	22
18	How Much is Investor Autonomy Worth?. <i>SSRN Electronic Journal</i> , 2001, , .	0.4	15

#	ARTICLE	IF	CITATIONS
19	Using fresh starts to nudge increased retirement savings. <i>Organizational Behavior and Human Decision Processes</i> , 2021, 167, 72-87.	1.4	15
20	Choice Architecture and Retirement Saving Plans. , 0, , 245-263.		13
21	How Do Consumers Respond When Default Options Push the Envelope?. <i>SSRN Electronic Journal</i> , 0, , .	0.4	6
22	Temporal Reframing and Savings: A Field Experiment. <i>SSRN Electronic Journal</i> , 2018, , .	0.4	2
23	Annuity Puzzles. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
24	The Illusion of Wealth and Its Reversal. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
25	Chapter 14. Choice Architecture and Retirement Saving Plans. , 2013, , 245-263.		0
26	Save(d) by Design. <i>SSRN Electronic Journal</i> , 2018, , .	0.4	0