

James J Choi

List of Publications by Year in descending order

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47
papers

5,433
citations

201674

27
h-index

330143

37
g-index

47
all docs

47
docs citations

47
times ranked

2781
citing authors

#	ARTICLE	IF	CITATIONS
1	Optimal Defaults and Active Decisions [*] . Quarterly Journal of Economics, 2009, 124, 1639-1674.	8.6	593
2	Social Identity and Preferences. American Economic Review, 2010, 100, 1913-1928.	8.5	459
3	Why Does the Law of One Price Fail? An Experiment on Index Mutual Funds. Review of Financial Studies, 2010, 23, 1405-1432.	6.8	393
4	Using implementation intentions prompts to enhance influenza vaccination rates. Proceedings of the National Academy of Sciences of the United States of America, 2011, 108, 10415-10420.	7.1	319
5	The Effect of Providing Peer Information on Retirement Savings Decisions. Journal of Finance, 2015, 70, 1161-1201.	5.1	279
6	How are preferences revealed?. Journal of Public Economics, 2008, 92, 1787-1794.	4.3	273
7	Defined Contribution Pensions: Plan Rules, Participant Choices, and the Path of Least Resistance. Tax Policy and the Economy, 2002, 16, 67-113.	0.7	267
8	\$100 Bills on the Sidewalk: Suboptimal Investment in 401(k) Plans. Review of Economics and Statistics, 2011, 93, 748-763.	4.3	267
9	Optimal Defaults. American Economic Review, 2003, 93, 180-185.	8.5	263
10	For Better or for Worse. , 2004, , 81-126.		242
11	Reinforcement Learning and Savings Behavior. Journal of Finance, 2009, 64, 2515-2534.	5.1	231
12	Religious Identity and Economic Behavior. Review of Economics and Statistics, 2016, 98, 617-637.	4.3	211
13	A megastudy of text-based nudges encouraging patients to get vaccinated at an upcoming doctor's appointment. Proceedings of the National Academy of Sciences of the United States of America, 2021, 118, .	7.1	154
14	Simplification and saving. Journal of Economic Behavior and Organization, 2013, 95, 130-145.	2.0	143
15	Plan Design and 401(k) Savings Outcomes. National Tax Journal, 2004, 57, 275-298.	1.2	137
16	How does the Internet affect trading? Evidence from investor behavior in 401(k) plans. Journal of Financial Economics, 2002, 64, 397-421.	9.0	131
17	What Matters to Individual Investors? Evidence from the Horse's Mouth. Journal of Finance, 2020, 75, 1965-2020.	5.1	109
18	Mental Accounting in Portfolio Choice: Evidence from a Flypaper Effect. American Economic Review, 2009, 99, 2085-2095.	8.5	95

#	ARTICLE	IF	CITATIONS
19	What makes annuitization more appealing?. <i>Journal of Public Economics</i> , 2014, 116, 2-16.	4.3	89
20	Contributions to Defined Contribution Pension Plans. <i>Annual Review of Financial Economics</i> , 2015, 7, 161-178.	4.7	76
21	What Goes Up Must Come Down? Experimental Evidence on Intuitive Forecasting. <i>American Economic Review</i> , 2013, 103, 570-574.	8.5	73
22	Are Empowerment and Education Enough? Underdiversification in 401(k) Plans. <i>Brookings Papers on Economic Activity</i> , 2005, 2005, 151-213.	1.5	72
23	Small cues change savings choices. <i>Journal of Economic Behavior and Organization</i> , 2017, 142, 378-395.	2.0	62
24	Behavioral economics perspectives on public sector pension plans. <i>Journal of Pension Economics and Finance</i> , 2011, 10, 315-336.	0.9	59
25	Does Aggregated Returns Disclosure Increase Portfolio Risk Taking?. <i>Review of Financial Studies</i> , 2017, 30, 1971-2005.	6.8	58
26	Randomizing Religion: the Impact of Protestant Evangelism on Economic Outcomes*. <i>Quarterly Journal of Economics</i> , 2020, 136, 293-380.	8.6	50
27	Planning prompts as a means of increasing preventive screening rates. <i>Preventive Medicine</i> , 2013, 56, 92-93.	3.4	42
28	What Does Stock Ownership Breadth Measure?*. <i>Review of Finance</i> , 2013, 17, 1239-1278.	6.3	41
29	Liquidity in Retirement Savings Systems: An International Comparison. <i>American Economic Review</i> , 2015, 105, 420-425.	8.5	37
30	Behavioral Household Finance. <i>Handbook of Behavioral Economics</i> , 2018, , 177-276.	3.7	34
31	Reducing the Complexity Costs of 401(k) Participation through Quick Enrollment. , 0, , 57-86.		32
32	Does front-loading taxation increase savings? Evidence from Roth 401(k) introductions. <i>Journal of Public Economics</i> , 2017, 151, 84-95.	4.3	30
33	Borrowing to Save? The Impact of Automatic Enrollment on Debt. <i>Journal of Finance</i> , 2022, 77, 403-447.	5.1	23
34	Vaccination Rates are Associated With Functional Proximity But Not Base Proximity of Vaccination Clinics. <i>Medical Care</i> , 2016, 54, 578-583.	2.4	16
35	Active choice, implicit defaults, and the incentive to choose. <i>Organizational Behavior and Human Decision Processes</i> , 2021, 163, 6-16.	2.5	16
36	Millionaires speak: What drives their personal investment decisions?. <i>Journal of Financial Economics</i> , 2022, 146, 305-330.	9.0	15

#	ARTICLE	IF	CITATIONS
37	Plan Design and 401(k) Savings Outcomes. SSRN Electronic Journal, 2004, , .	0.4	12
38	Employee Investment Decisions about Company Stock. , 2004, , 121-135.		10
39	Building Emergency Savings through Employer-Sponsored Rainy-Day Savings Accounts. Tax Policy and the Economy, 2020, 34, 43-90.	0.7	7
40	Testimonials do not convert patients from brand to generic medication. American Journal of Managed Care, 2013, 19, e314-31.	1.1	5
41	Consumption-Wealth Comovement of the Wrong Sign. SSRN Electronic Journal, 0, , .	0.4	3
42	Employees' Investment Decisions about Company Stock. SSRN Electronic Journal, 0, , .	0.4	2
43	Behavioral Economics Perspectives on Public Sector Pension Plans. SSRN Electronic Journal, 0, , .	0.4	1
44	Informed Trading and Expected Returns. SSRN Electronic Journal, 0, , .	0.4	1
45	Following Through on Good Intentions: The Power of Planning Prompts. SSRN Electronic Journal, 0, , .	0.4	1
46	Small Cues Change Savings Choices. SSRN Electronic Journal, 2012, , .	0.4	0
47	Randomizing Religion: The Impact of Protestant Evangelism on Economic Outcomes. SSRN Electronic Journal, 0, , .	0.4	0