

# Charles A Holt

## List of Publications by Year in descending order

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106  
papers

10,943  
citations

81900

39  
h-index

49909

87  
g-index

112  
all docs

112  
docs citations

112  
times ranked

4949  
citing authors

| #  | ARTICLE   | IF  | CITATIONS |
|----|---|-----|-----------|
| 1  | Risk Aversion and Incentive Effects. American Economic Review, 2002, 92, 1644-1655.   | 8.5 | 4,354     |
| 2  | Ten Little Treasures of Game Theory and Ten Intuitive Contradictions. American Economic Review, 2001, 91, 1402-1422.                                  | 8.5 | 420       |
| 3  | Quantal Response Equilibrium and Overbidding in Private-Value Auctions. Journal of Economic Theory, 2002, 104, 247-272.                               | 1.1 | 331       |
| 4  | Risk Aversion and Incentive Effects: New Data without Order Effects. American Economic Review, 2005, 95, 902-904.                                     | 8.5 | 294       |
| 5  | Newsvendor "Pull-to-Center" Effect: Adaptive Learning in a Laboratory Experiment. Manufacturing and Service Operations Management, 2008, 10, 590-608. | 3.7 | 236       |
| 6  | Competitive Bidding for Contracts under Alternative Auction Procedures. Journal of Political Economy, 1980, 88, 433-445.                              | 4.5 | 227       |
| 7  | A theoretical analysis of altruism and decision error in public goods games. Journal of Public Economics, 1998, 70, 297-323.                          | 4.3 | 216       |
| 8  | Risk averse behavior in generalized matching pennies games. Games and Economic Behavior, 2003, 45, 97-113.  | 0.8 | 208       |
| 9  | Anomalous Behavior in a Traveler's Dilemma?. American Economic Review, 1999, 89, 678-690.   | 8.5 | 204       |
| 10 | Risk Aversion and Incentive Effects. SSRN Electronic Journal, 2002, , .   | 0.4 | 199       |
| 11 | Private costs and public benefits: unraveling the effects of altruism and noisy behavior. Journal of Public Economics, 2002, 83, 255-276.             | 4.3 | 199       |
| 12 | The Nash equilibrium: A perspective. Proceedings of the National Academy of Sciences of the United States of America, 2004, 101, 3999-4002.           | 7.1 | 182       |
| 13 | Classroom Games: Information Cascades. Journal of Economic Perspectives, 1996, 10, 187-193.   | 5.9 | 174       |
| 14 | A model of noisy introspection. Games and Economic Behavior, 2004, 46, 365-382.   | 0.8 | 146       |
| 15 | Regular Quantal Response Equilibrium. Experimental Economics, 2005, 8, 347-367.   | 2.1 | 135       |
| 16 | Minimum-Effort Coordination Games: Stochastic Potential and Logit Equilibrium. Games and Economic Behavior, 2001, 34, 177-199.                        | 0.8 | 118       |
| 17 | Asymmetric inequality aversion and noisy behavior in alternating-offer bargaining games. European Economic Review, 2000, 44, 1079-1089.               | 2.3 | 109       |
| 18 | An experimental study of costly coordination. Games and Economic Behavior, 2005, 51, 349-364.   | 0.8 | 107       |

| #  | ARTICLE  | IF  | CITATIONS |
|----|--|-----|-----------|
| 19 | MARKET POWER IN ORAL DOUBLE AUCTIONS. <i>Economic Inquiry</i> , 1986, 24, 107-123.   | 1.8 | 99        |
| 20 | An update on Bayesian updating. <i>Journal of Economic Behavior and Organization</i> , 2009, 69, 125-134.  | 2.0 | 99        |
| 21 | Using laboratory experiments for policymaking: An example from the Georgia irrigation reduction auction. <i>Journal of Policy Analysis and Management</i> , 2004, 23, 341-363. | 1.4 | 98        |
| 22 | Classroom Games: Trading in a Pit Market. <i>Journal of Economic Perspectives</i> , 1996, 10, 193-203.   | 5.9 | 94        |
| 23 | An Explanation of Anomalous Behavior in Models of Political Participation. <i>American Political Science Review</i> , 2005, 99, 201-213.                                       | 3.7 | 94        |
| 24 | Hierarchical package bidding: A paper & pencil combinatorial auction. <i>Games and Economic Behavior</i> , 2010, 70, 146-169.  | 0.8 | 81        |
| 25 | Market Power and Mergers in Laboratory Markets with Posted Prices. <i>RAND Journal of Economics</i> , 1994, 25, 467.   | 2.3 | 80        |
| 26 | Waiting-Line Auctions. <i>Journal of Political Economy</i> , 1982, 90, 280-294.  | 4.5 | 76        |
| 27 | An Experimental Test of Flexible Combinatorial Spectrum Auction Formats. <i>American Economic Journal: Microeconomics</i> , 2010, 2, 39-57.                                    | 1.2 | 76        |
| 28 | Teaching Economics with Classroom Experiments: A Symposium. <i>Southern Economic Journal</i> , 1999, 65, 603.  | 2.1 | 75        |
| 29 | Facilitating Practices: The Effects of Advance Notice and Best-Price Policies. <i>RAND Journal of Economics</i> , 1987, 18, 187.   | 2.3 | 67        |
| 30 | The effects of non-binding price announcements on posted-offer markets. <i>Economics Letters</i> , 1990, 34, 307-310.  | 1.9 | 66        |
| 31 | The Exercise of Market Power in Laboratory Experiments. <i>Journal of Law and Economics</i> , 1989, 32, S107-S130.   | 1.4 | 66        |
| 32 | Teaching Economics with Classroom Experiments: A Symposium. <i>Southern Economic Journal</i> , 1999, 65, 603-610.  | 2.1 | 64        |
| 33 | Adjustment patterns and equilibrium selection in experimental signaling games. <i>International Journal of Game Theory</i> , 1993, 22, 279-302.                                | 0.5 | 59        |
| 34 | Classroom Games: Speculation and Bubbles in an Asset Market. <i>Journal of Economic Perspectives</i> , 1998, 12, 207-218.  | 5.9 | 59        |
| 35 | The Logit Equilibrium: A Perspective on Intuitive Behavioral Anomalies. <i>Southern Economic Journal</i> , 2002, 69, 21.   | 2.1 | 59        |
| 36 | Conspiracies and Secret Discounts in Laboratory Markets. <i>Economic Journal</i> , 1998, 108, 736-756.   | 3.6 | 52        |

| #  | ARTICLE  | IF  | CITATIONS |
|----|--|-----|-----------|
| 37 | An experimental examination of the volunteer's dilemma. <i>Games and Economic Behavior</i> , 2017, 102, 303-315.   | 0.8 | 52        |
| 38 | Collusion in auctions for emission permits: An experimental analysis. <i>Journal of Policy Analysis and Management</i> , 2009, 28, 672-691.  | 1.4 | 50        |
| 39 | Noisy Directional Learning and the Logit Equilibrium. <i>Scandinavian Journal of Economics</i> , 2004, 106, 581-602.   | 1.4 | 49        |
| 40 | Classroom Games: Voluntary Provision of a Public Good. <i>Journal of Economic Perspectives</i> , 1997, 11, 209-215.  | 5.9 | 48        |
| 41 | Price bubbles, gender, and expectations in experimental asset markets. <i>European Economic Review</i> , 2017, 100, 72-94.   | 2.3 | 46        |
| 42 | CONSUMER SEARCH COSTS AND MARKET PERFORMANCE. <i>Economic Inquiry</i> , 1996, 34, 133-151.   | 1.8 | 44        |
| 43 | Learning and Noisy Equilibrium Behavior in an Experimental Study of Imperfect Price Competition*. <i>International Economic Review</i> , 2002, 43, 613-636.  | 1.3 | 38        |
| 44 | Classroom Games: A Prisoner's Dilemma. <i>Journal of Economic Education</i> , 2000, 31, 229-236.   | 1.3 | 36        |
| 45 | Reprint of: Price and quantity collars for stabilizing emission allowance prices: Laboratory experiments on the EU ETS market stability reserve. <i>Journal of Environmental Economics and Management</i> , 2016, 80, 69-86. | 4.7 | 35        |
| 46 | Classroom Games: A Market for Lemons. <i>Journal of Economic Perspectives</i> , 1999, 13, 205-214.   | 5.9 | 31        |
| 47 | Limitations of dominance and forward induction: Experimental evidence. <i>Economics Letters</i> , 1995, 49, 391-395.   | 1.9 | 29        |
| 48 | Assessment and Estimation of Risk Preferences. <i>Handbook of the Economics of Risk and Uncertainty</i> , 2014, 1, 135-201.  | 0.1 | 29        |
| 49 | Further Reflections on Prospect Theory. <i>SSRN Electronic Journal</i> , 2005, , .   | 0.4 | 27        |
| 50 | Price Bubbles with Discounting: A Web-Based Classroom Experiment. <i>Journal of Economic Education</i> , 2009, 40, 27-37.  | 1.3 | 26        |
| 51 | Chapter 90 Theoretical Explanations of Treatment Effects in Voluntary Contributions Experiments. <i>Handbook of Experimental Economics Results</i> , 2008, , 846-855.  | 0.2 | 25        |
| 52 | Auction Design for Selling CO <sub>2</sub> Emission Allowances Under the Regional Greenhouse Gas Initiative. <i>SSRN Electronic Journal</i> , 2007, , .  | 0.4 | 24        |
| 53 | Classroom Games: Rent-Seeking and the Inefficiency of Non-Market Allocations. <i>Journal of Economic Perspectives</i> , 1999, 13, 217-226.   | 5.9 | 22        |
| 54 | quantal response equilibria. , 2010, , 234-242.  |     | 20        |

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|----|--|-----|-----------|
| 55 | Predation, asymmetric information and strategic behavior in the classroom: an experimental approach to the teaching of industrial organization. <i>International Journal of Industrial Organization</i> , 2000, 18, 205-225. | 1.2 | 19        |
| 56 | The Paradox of Misaligned Profiling. <i>Journal of Conflict Resolution</i> , 2016, 60, 482-500.  | 2.0 | 18        |
| 57 | Varying the scale of financial incentives under real and hypothetical conditions. <i>Behavioral and Brain Sciences</i> , 2001, 24, 417-418.  | 0.7 | 17        |
| 58 | The effects of discounting opportunities in laboratory posted-offer markets. <i>Economics Letters</i> , 1994, 44, 249-253.   | 1.9 | 16        |
| 59 | Classroom Games: Understanding Bayes's Rule. <i>Journal of Economic Perspectives</i> , 1996, 10, 179-187.  | 5.9 | 16        |
| 60 | Agendas and Strategic Voting. <i>Southern Economic Journal</i> , 1999, 65, 622.  | 2.1 | 15        |
| 61 | Coordination of strategic responses to security threats: Laboratory evidence. <i>Experimental Economics</i> , 2007, 10, 235-250.   | 2.1 | 15        |
| 62 | Belief Elicitation with a Synchronized Lottery Choice Menu That Is Invariant to Risk Attitudes. <i>American Economic Journal: Microeconomics</i> , 2016, 8, 110-139.   | 1.2 | 15        |
| 63 | Using Laboratory Experiments for Policy Making: An Example from the Georgia Irrigation Reduction Auction. <i>SSRN Electronic Journal</i> , 0, , .  | 0.4 | 15        |
| 64 | Further reflections on the reflection effect. <i>Research in Experimental Economics</i> , 2008, , 405-440.   | 0.2 | 14        |
| 65 | Chapter 39 Information Cascade Experiments. <i>Handbook of Experimental Economics Results</i> , 2008, , 335-343.   | 0.2 | 14        |
| 66 | Risk Aversion and the Winner's Curse. <i>Southern Economic Journal</i> , 2014, 81, 7-22.   | 2.1 | 14        |
| 67 | Price rigidities and institutional variations in markets with posted prices. <i>Economic Theory</i> , 1997, 9, 63-80.  | 0.9 | 12        |
| 68 | Tacit Collusion in Price-Setting Duopoly Markets: Experimental Evidence with Complements and Substitutes. <i>Southern Economic Journal</i> , 2010, 76, 577-591.  | 2.1 | 12        |
| 69 | Classroom Games: A Prisoner's Dilemma. <i>Journal of Economic Education</i> , 2000, 31, 229.   | 1.3 | 11        |
| 70 | Economic Science: An Experimental Approach for Teaching and Research. <i>Southern Economic Journal</i> , 2003, 69, 754.  | 2.1 | 11        |
| 71 | Chapter 111 Payoff Scale Effects and Risk Preference Under Real and Hypothetical Conditions. <i>Handbook of Experimental Economics Results</i> , 2008, 1, 1047-1053.   | 0.2 | 11        |
| 72 | An Experimental Study of Auctions Versus Grandfathering to Assign Pollution Permits. <i>SSRN Electronic Journal</i> , 0, , .   | 0.4 | 11        |

| #  | ARTICLE   | IF  | CITATIONS |
|----|---|-----|-----------|
| 73 | Overcoming Discount Window Stigma: An Experimental Investigation. <i>Review of Financial Studies</i> , 2020, 33, 5630-5659.   | 6.8 | 11        |
| 74 | Equilibrium cooperation in two-stage games: Experimental evidence. <i>International Journal of Game Theory</i> , 1999, 28, 89-109.  | 0.5 | 10        |
| 75 | Quantal Response Equilibria. , 2008, , 1-8.   |     | 10        |
| 76 | Water Externalities: Tragedy of the Common Canal. <i>Southern Economic Journal</i> , 2012, 78, 1142-1162.   | 2.1 | 9         |
| 77 | A Procurement Auction for Toxic Assets with Asymmetric Information. <i>American Economic Journal: Microeconomics</i> , 2013, 5, 142-162.  | 1.2 | 9         |
| 78 | Veconlab Classroom Clicker Games: The Wisdom of Crowds and the Winner's Curse. <i>Journal of Economic Education</i> , 2013, 44, 217-229.  | 1.3 | 8         |
| 79 | Agendas and Strategic Voting. <i>Southern Economic Journal</i> , 1999, 65, 622-629.   | 2.1 | 8         |
| 80 | Chapter 22 Predatory Pricing: Rare Like a Unicorn?. <i>Handbook of Experimental Economics Results</i> , 2008, 1, 178-184.   | 0.2 | 7         |
| 81 | Rent Seeking with Bounded Rationality: An Analysis of the All-Pay Auction. , 1998, , 225-250.   |     | 7         |
| 82 | Classroom Games: Strategic Interaction on the Internet. <i>Journal of Economic Perspectives</i> , 1999, 13, 211-220.  | 5.9 | 6         |
| 83 | List prices and discounts: The interrelationship between consumer shopping patterns and profitable marketing strategies. <i>Psychology and Marketing</i> , 1996, 13, 341-363.     | 8.2 | 5         |
| 84 | Assisted savings for retirement: An experimental analysis. <i>European Economic Review</i> , 2019, 119, 42-54.  | 2.3 | 5         |
| 85 | The Paradox of Misaligned Profiling: Theory and Experimental Evidence. <i>SSRN Electronic Journal</i> , 0, , .  | 0.4 | 5         |
| 86 | Price and Quantity 'Collars' for Stabilizing Emissions Allowance Prices: An Experimental Analysis of the EU ETS Market Stability Reserve. <i>SSRN Electronic Journal</i> , 0, , . | 0.4 | 5         |
| 87 | John Nash: Flashes of Brilliance in Different Directions. <i>Southern Economic Journal</i> , 2015, 82, 1-12.  | 2.1 | 4         |
| 88 | Capital constraints and asset bubbles: An experimental study. <i>Journal of Economic Behavior and Organization</i> , 2021, 183, 75-88.  | 2.0 | 4         |
| 89 | Employment and Prices in a Simple Macroeconomy. <i>Southern Economic Journal</i> , 1999, 65, 637-647.   | 2.1 | 4         |
| 90 | The Logit Equilibrium: A Perspective on Intuitive Behavioral Anomalies. <i>Southern Economic Journal</i> , 2002, 69, 21-47.   | 2.1 | 3         |

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|-----|---|-----|-----------|
| 91  | Chapter 21 The Effects of Collusion in Laboratory Experiments. Handbook of Experimental Economics Results, 2008, 1, 170-177.  | 0.2 | 2         |
| 92  | Chapter 61 Logit Equilibrium Models of Anomalous Behavior: What to do when the Nash Equilibrium Says One Thing and the Data Say Something Else. Handbook of Experimental Economics Results, 2008, 1, 549-558. | 0.2 | 2         |
| 93  | Price Discovery in Emissions Permit Auctions. SSRN Electronic Journal, 0, , .   | 0.4 | 2         |
| 94  | Stochastic game theory for social science: a primer on quantal response equilibrium. , 2020, , .  |     | 2         |
| 95  | A Classroom Exercise: Voting by Ballots and Feet. Southern Economic Journal, 2005, 72, 253-263.   | 2.1 | 2         |
| 96  | Chapter 17 The Exercise of Market Power in Laboratory Experiments. Handbook of Experimental Economics Results, 2008, 1, 138-145.  | 0.2 | 1         |
| 97  | Hierarchical Package Bidding: A Paper & Pencil Combinatorial Auction. , 0, , 418-442.   |     | 1         |
| 98  | Multimarket Equilibrium, Trade, and the Law of One Price. Southern Economic Journal, 1999, 65, 611-621.   | 2.1 | 1         |
| 99  | An Experimental Study of Strategic Voting and Accuracy of Verdicts with Sequential and Simultaneous Voting. Games, 2022, 13, 26.  | 0.6 | 1         |
| 100 | An experimental analysis of risk effects in attacker&defender games. Southern Economic Journal, 0, , .  | 2.1 | 1         |
| 101 | Introduction: SEA Symposium in Honor of Roger Sherman. Southern Economic Journal, 2014, 81, 1-6.  | 2.1 | 0         |
| 102 | An Experimental Test of Flexible Combinatorial Spectrum Auction Formats. , 0, , 588-606.  |     | 0         |
| 103 | Economic Science: An Experimental Approach for Teaching and Research. Southern Economic Journal, 2003, 69, 754-771.   | 2.1 | 0         |
| 104 | Quantal Response Equilibria. , 2018, , 11059-11065.   |     | 0         |
| 105 | Quantal Response Equilibria. , 2013, , 1-7.   |     | 0         |
| 106 | Experimental Economics and Public Choice. , 2004, , 564-567.  |     | 0         |