

Joep Sonnemans

List of Publications by Year in descending order

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Version: 2024-02-01

87
papers

4,110
citations

172457

29
h-index

144013

57
g-index

87
all docs

87
docs citations

87
times ranked

1997
citing authors

#	ARTICLE	IF	CITATIONS
1	Coordination of Expectations in Asset Pricing Experiments. <i>Review of Financial Studies</i> , 2005, 18, 955-980.	6.8	355
2	Value Orientations, Expectations and Voluntary Contributions in Public Goods. <i>Economic Journal</i> , 1996, 106, 817.	3.6	311
3	Price stability and volatility in markets with positive and negative expectations feedback: An experimental investigation. <i>Journal of Economic Dynamics and Control</i> , 2009, 33, 1052-1072.	1.6	244
4	Incentive systems in a real effort experiment. <i>European Economic Review</i> , 2001, 45, 187-214.	2.3	212
5	Public good provision and public bad prevention: The effect of framing. <i>Journal of Economic Behavior and Organization</i> , 1998, 34, 143-161.	2.0	186
6	Imitation and Belief Learning in an Oligopoly Experiment. <i>Review of Economic Studies</i> , 2002, 69, 973-997.	5.4	181
7	A Truth Serum for Non-Bayesians: Correcting Proper Scoring Rules for Risk Attitudes. <i>Review of Economic Studies</i> , 2009, 76, 1461-1489.	5.4	170
8	Expectations and bubbles in asset pricing experiments. <i>Journal of Economic Behavior and Organization</i> , 2008, 67, 116-133.	2.0	157
9	The structure of subjective emotional intensity. <i>Cognition and Emotion</i> , 1994, 8, 329-350.	2.0	136
10	Social ties in a public good experiment. <i>Journal of Public Economics</i> , 2002, 85, 275-299.	4.3	132
11	Individual expectations, limited rationality and aggregate outcomes. <i>Journal of Economic Dynamics and Control</i> , 2012, 36, 1101-1120.	1.6	111
12	Social comparison and risky choices. <i>Journal of Risk and Uncertainty</i> , 2012, 44, 45-72.	1.5	110
13	Why people vote: Experimental evidence. <i>Journal of Economic Psychology</i> , 1996, 17, 417-442.	2.2	105
14	How individuals choose health insurance: An experimental analysis. <i>European Economic Review</i> , 2011, 55, 799-819.	2.3	99
15	LEARNING IN COBWEB EXPERIMENTS. <i>Macroeconomic Dynamics</i> , 2007, 11, 8-33.	0.7	96
16	The determinants of subjective emotional intensity. <i>Cognition and Emotion</i> , 1995, 9, 483-506.	2.0	94
17	Voter turnout as a participation game: An experimental investigation. <i>International Journal of Game Theory</i> , 1996, 25, 385-406.	0.5	91
18	Strategic behavior in public good games: when partners drift apart. <i>Economics Letters</i> , 1999, 62, 35-41.	1.9	91

#	ARTICLE	IF	CITATIONS
19	Strategies of search. <i>Journal of Economic Behavior and Organization</i> , 1998, 35, 309-332.	2.0	90
20	Learning by experience and learning by imitating successful others. <i>Journal of Economic Behavior and Organization</i> , 1998, 34, 559-575.	2.0	82
21	Gift Exchange in a Multi-Worker Firm. <i>Economic Journal</i> , 2007, 117, 1025-1050.	3.6	72
22	Price clustering and natural resistance points in the Dutch stock market: A natural experiment. <i>European Economic Review</i> , 2006, 50, 1937-1950.	2.3	70
23	The instability of a heterogeneous cobweb economy: a strategy experiment on expectation formation. <i>Journal of Economic Behavior and Organization</i> , 2004, 54, 453-481.	2.0	59
24	The tragedy of the commons revisited: The importance of group decision-making. <i>Journal of Public Economics</i> , 2009, 93, 785-797.	4.3	58
25	On the dynamics of social ties structures in groups. <i>Journal of Economic Psychology</i> , 2006, 27, 187-204.	2.2	49
26	What's Causing Overreaction? An Experimental Investigation of Recency and the Hot-hand Effect. <i>Scandinavian Journal of Economics</i> , 2004, 106, 533-554.	1.4	48
27	Positive expectations feedback experiments and number guessing games as models of financial markets. <i>Journal of Economic Psychology</i> , 2010, 31, 964-984.	2.2	39
28	Incentives versus Sorting in Tournaments: Evidence from a Field Experiment. <i>Journal of Labor Economics</i> , 2011, 29, 637-658.	2.8	39
29	Coordination of Expectations in Asset Pricing Experiments. <i>SSRN Electronic Journal</i> , 2003, , .	0.4	33
30	Decisions and strategies in a sequential search experiment. <i>Journal of Economic Psychology</i> , 2000, 21, 91-102.	2.2	32
31	Quantal response models in step-level public good games. <i>European Journal of Political Economy</i> , 1998, 14, 89-100.	1.8	30
32	On the Relation Between Asset Ownership and Specific Investments*. <i>Economic Journal</i> , 2001, 111, 791-820.	3.6	30
33	A strategy experiment in dynamic asset pricing. <i>Journal of Economic Dynamics and Control</i> , 2005, 29, 823-843.	1.6	28
34	Does Making Specific Investments Unobservable Boost Investment Incentives?. <i>Journal of Economics and Management Strategy</i> , 2007, 16, 911-942.	0.8	28
35	The need for marriage contracts: An experimental study. <i>Journal of Population Economics</i> , 2003, 16, 431-453.	5.6	26
36	Does the elicitation method impact the WTA/WTP disparity?. <i>Journal of Behavioral and Experimental Economics</i> , 2018, 73, 40-45.	1.2	26

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37	Bubbles, crashes and information contagion in large-group asset market experiments. <i>Experimental Economics</i> , 2021, 24, 414-433.	2.1	22
38	The interaction between explicit and relational incentives: An experiment. <i>Games and Economic Behavior</i> , 2011, 73, 573-594.	0.8	20
39	Firm-specific information and explicit collusion in experimental oligopolies. <i>European Economic Review</i> , 2016, 82, 132-141.	2.3	20
40	Specific investments, holdup, and the outside option principle. <i>European Economic Review</i> , 2004, 48, 1399-1410.	2.3	19
41	Gift exchange and the separation of ownership and control. <i>Games and Economic Behavior</i> , 2013, 77, 41-60.	0.8	19
42	Breach remedies, reliance and renegotiation. <i>International Review of Law and Economics</i> , 2006, 26, 263-296.	0.8	18
43	An Experimental Comparison of Reliance Levels under Alternative Breach Remedies. <i>RAND Journal of Economics</i> , 2003, 34, 205.	2.3	17
44	Cartel formation and pricing: The effect of managerial decision-making rules. <i>International Journal of Industrial Organization</i> , 2011, 29, 126-133.	1.2	17
45	Strategies and evolution in the minority game: A multi-round strategy experiment. <i>Games and Economic Behavior</i> , 2014, 86, 77-95.	0.8	15
46	Peers at work: Evidence from the lab. <i>PLoS ONE</i> , 2018, 13, e0192038.	2.5	15
47	Quantifying the Effects of Sowâ€Herd Management Information Systems on Farmers' Decision Making Using Experimental Economics. <i>American Journal of Agricultural Economics</i> , 1998, 80, 821-829.	4.3	14
48	Decisions under risk in a social and individual context: The limits of social preferences?. <i>Journal of Behavioral and Experimental Economics</i> , 2015, 56, 62-71.	1.2	14
49	Judicial error by groups and individuals. <i>Journal of Economic Behavior and Organization</i> , 2014, 108, 224-235.	2.0	13
50	Chapter 86 Explaining the Comparative Statics in Step-Level Public Good Games. <i>Handbook of Experimental Economics Results</i> , 2008, 1, 817-824.	0.2	11
51	Individual Expectations, Limited Rationality and Aggregate Outcomes. <i>SSRN Electronic Journal</i> , 0, , .	0.4	11
52	Expectation Formation in a Cobweb Economy: Some One Person Experiments. <i>Lecture Notes in Economics and Mathematical Systems</i> , 2000, , 253-266.	0.3	11
53	Nonrenewable Resources, Strategic Behavior and the Hotelling Rule: An Experiment. <i>Journal of Industrial Economics</i> , 2018, 66, 481-516.	1.3	9
54	Price Clustering and Natural Resistance Points in the Dutch Stock Market: A Natural Experiment. <i>SSRN Electronic Journal</i> , 2003, , .	0.4	8

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55	Promotion Rules and Skill Acquisition: An Experimental Study. <i>Economica</i> , 2007, 74, 259-297.	1.6	8
56	Who should invest in specific training?. <i>Journal of Population Economics</i> , 2007, 20, 329-357.	5.6	8
57	The endowment effect in games. <i>European Economic Review</i> , 2017, 94, 240-262.	2.3	8
58	The Influence of Banking and Borrowing under Different Penalty Regimes in Tradable Green Certificate Markets – Results from an Experimental Economics Laboratory Experiment. <i>Energy and Environment</i> , 2000, 11, 407-422.	4.6	6
59	Positive Expectations Feedback Experiments and Number Guessing Games as Models of Financial Markets. <i>SSRN Electronic Journal</i> , 0, , .	0.4	6
60	Rent-seeking versus productive activities in a multi-task experiment. <i>European Economic Review</i> , 2011, 55, 630-643.	2.3	6
61	Other-regarding preferences, in-group bias and political participation: An experiment. <i>Journal of Economic Psychology</i> , 2017, 62, 130-154.	2.2	6
62	Endogenous group formation and responsibility diffusion: An experimental study. <i>Games and Economic Behavior</i> , 2020, 121, 1-31.	0.8	6
63	Bubbles, Crashes and Information Contagion in Large-Group Asset Market Experiments. <i>SSRN Electronic Journal</i> , 2019, , .	0.4	5
64	The Interaction Between Explicit and Relational Incentives: An Experiment. <i>SSRN Electronic Journal</i> , 0, , .	0.4	5
65	The effect of futures markets on the stability of commodity prices. <i>Journal of Economic Behavior and Organization</i> , 2022, 198, 176-211.	2.0	5
66	On the Importance of Default Breach Remedies. <i>Journal of Institutional and Theoretical Economics</i> , 2007, 163, 5.	0.2	4
67	Chapter 89 Intrinsic Motivation in a Public Good Environment. <i>Handbook of Experimental Economics Results</i> , 2008, 1, 836-845.	0.2	4
68	Social Comparison and Risky Choices. <i>SSRN Electronic Journal</i> , 2009, , .	0.4	4
69	Individual Expectations, Limited Rationality and Aggregate Outcomes. <i>SSRN Electronic Journal</i> , 2011, , .	0.4	4
70	An Experimental Study on Expectations and Learning in Overlapping Generations Models. <i>Studies in Nonlinear Dynamics and Econometrics</i> , 2012, 16, .	0.3	4
71	Nonrenewable Resources, Strategic Behavior and the Hotelling Rule: An Experiment. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
72	Breach Remedies, Reliance, and Renegotiation. <i>SSRN Electronic Journal</i> , 2001, , .	0.4	3

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73	Learning in Cobweb Experiments. SSRN Electronic Journal, 2003, , .	0.4	3
74	An economic approach on countering the misuse of the right to challenge judges: an experiment. European Journal of Law and Economics, 2018, 45, 29-57.	1.1	3
75	The Influence of the Strength of Financial Institutions and the Investment-Production Delay on Commodity Price Cycles: A Framed Field Experiment with Coffee Farmers in Colombia. De Economist, 2019, 167, 347-358.	1.4	3
76	Chapter 95 Participation Game Experiments: Explaining Voter Turnout. Handbook of Experimental Economics Results, 2008, 1, 898-901.	0.2	2
77	LEARNING IN COBWEB EXPERIMENTS. Macroeconomic Dynamics, 2007, 11, .	0.7	2
78	The Effect of Futures Markets on the Stability of Commodity Prices. SSRN Electronic Journal, 0, , .	0.4	2
79	Specific Investments, Holdup, and the Outside Option Principle: An Experimental Study. SSRN Electronic Journal, 0, , .	0.4	2
80	Underinvestment in training?. , 0, , 113-133.		1
81	Social Preferences in Private Decisions. SSRN Electronic Journal, 0, , .	0.4	1
82	Strategies and Evolution in the Minority Game: A Multi-Round Strategy Experiment. SSRN Electronic Journal, 0, , .	0.4	1
83	Firm-Specific Information and Explicit Collusion in Experimental Oligopolies. SSRN Electronic Journal, 0, , .	0.4	1
84	Distant Relations, a Review of "Social Psychology and Economics" Social Justice Research, 2007, 20, 388-399.	1.1	0
85	Cost-of-Completion versus Diminution-of-Value Damages for Deliberate Breach: An Economic Analysis. Journal of Institutional and Theoretical Economics, 2017, 173, 22.	0.2	0
86	Errors in Judicial Decisions. SSRN Electronic Journal, 0, , .	0.4	0
87	Judicial Error by Groups and Individuals. SSRN Electronic Journal, 0, , .	0.4	0