

Sendhil Mullainathan

List of Publications by Year in descending order

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Version: 2024-02-01

72
papers

23,890
citations

36271

51
h-index

91828

69
g-index

75
all docs

75
docs citations

75
times ranked

14766
citing authors

#	ARTICLE	IF	CITATIONS
1	Are Emily and Greg More Employable Than Lakisha and Jamal? A Field Experiment on Labor Market Discrimination. <i>American Economic Review</i> , 2004, 94, 991-1013.	4.0	3,272
2	Enjoying the Quiet Life? Corporate Governance and Managerial Preferences. <i>Journal of Political Economy</i> , 2003, 111, 1043-1075.	3.3	2,873
3	Dissecting racial bias in an algorithm used to manage the health of populations. <i>Science</i> , 2019, 366, 447-453.	6.0	2,111
4	Poverty Impedes Cognitive Function. <i>Science</i> , 2013, 341, 976-980.	6.0	1,848
5	Some Consequences of Having Too Little. <i>Science</i> , 2012, 338, 682-685.	6.0	1,079
6	Do People Mean What They Say? Implications for Subjective Survey Data. <i>American Economic Review</i> , 2001, 91, 67-72.	4.0	1,049
7	Machine Learning: An Applied Econometric Approach. <i>Journal of Economic Perspectives</i> , 2017, 31, 87-106.	2.7	1,024
8	The Market for News. <i>American Economic Review</i> , 2005, 95, 1031-1053.	4.0	932
9	Behavior and Energy Policy. <i>Science</i> , 2010, 327, 1204-1205.	6.0	622
10	Network Effects and Welfare Cultures*. <i>Quarterly Journal of Economics</i> , 2000, 115, 1019-1055.	3.9	591
11	What's Advertising Content Worth? Evidence from a Consumer Credit Marketing Field Experiment*. <i>Quarterly Journal of Economics</i> , 2010, 125, 263-305.	3.9	460
12	Implicit Discrimination. <i>American Economic Review</i> , 2005, 95, 94-98.	4.0	400
13	Getting to the Top of Mind: How Reminders Increase Saving. <i>Management Science</i> , 2016, 62, 3393-3411.	2.4	385
14	A Behavioral-Economics View of Poverty. <i>American Economic Review</i> , 2004, 94, 419-423.	4.0	383
15	Prediction Policy Problems. <i>American Economic Review</i> , 2015, 105, 491-495.	4.0	349
16	Obtaining a Driver's License in India: An Experimental Approach to Studying Corruption. <i>Quarterly Journal of Economics</i> , 2007, 122, 1639-1676.	3.9	341
17	Scarcity Frames Value. <i>Psychological Science</i> , 2015, 26, 402-412.	1.8	324
18	Coarse Thinking and Persuasion*. <i>Quarterly Journal of Economics</i> , 2008, 123, 577-619.	3.9	293

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19	Why Don't People Insure Late-Life Consumption? A Framing Explanation of the Under-Annuitization Puzzle. <i>American Economic Review</i> , 2008, 98, 304-309.	4.0	283
20	Behavioral Economics and Marketing in Aid of Decision Making among the Poor. <i>Journal of Public Policy and Marketing</i> , 2006, 25, 8-23.	2.2	256
21	Comparison Friction: Experimental Evidence from Medicare Drug Plans. <i>Quarterly Journal of Economics</i> , 2012, 127, 199-235.	3.9	243
22	Learning Through Noticing: Theory and Evidence from a Field Experiment *. <i>Quarterly Journal of Economics</i> , 2014, 129, 1311-1353.	3.9	212
23	Thinking, Fast and Slow? Some Field Experiments to Reduce Crime and Dropout in Chicago*. <i>Quarterly Journal of Economics</i> , 2017, 132, 1-54.	3.9	210
24	Human Decisions and Machine Predictions*. <i>Quarterly Journal of Economics</i> , 2018, 133, 237-293.	3.9	207
25	Do Judges Vary in Their Treatment of Race?. <i>Journal of Legal Studies</i> , 2012, 41, 347-383.	0.2	199
26	The Psychological Lives of the Poor. <i>American Economic Review</i> , 2016, 106, 435-440.	4.0	197
27	Making sense of recommendations. <i>Journal of Behavioral Decision Making</i> , 2019, 32, 403-414.	1.0	178
28	Self-Control at Work. <i>Journal of Political Economy</i> , 2015, 123, 1227-1277.	3.3	175
29	Discrimination in the Age of Algorithms. <i>Journal of Legal Analysis</i> , 2018, 10, 113-174.	1.7	172
30	Mechanism Experiments and Policy Evaluations. <i>Journal of Economic Perspectives</i> , 2011, 25, 17-38.	2.7	169
31	Behavioral Design: A New Approach to Development Policy. <i>Review of Income and Wealth</i> , 2014, 60, 7-35.	1.5	167
32	Affirmative action in education: Evidence from engineering college admissions in India. <i>Journal of Public Economics</i> , 2010, 94, 16-29.	2.2	157
33	Agents With and Without Principals. <i>American Economic Review</i> , 2000, 90, 203-208.	4.0	152
34	Algorithmic Fairness. <i>AEA Papers and Proceedings American Economic Association</i> , 2018, 108, 22-27.	0.7	152
35	An algorithmic approach to reducing unexplained pain disparities in underserved populations. <i>Nature Medicine</i> , 2021, 27, 136-140.	15.2	143
36	Behavioral Hazard in Health Insurance *. <i>Quarterly Journal of Economics</i> , 2015, 130, 1623-1667.	3.9	137

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37	Integrating explanation and prediction in computational social science. <i>Nature</i> , 2021, 595, 181-188.	13.7	136
38	Labor market discrimination in Delhi: Evidence from a field experiment. <i>Journal of Comparative Economics</i> , 2009, 37, 14-27.	1.2	134
39	Sticking with Your Vote: Cognitive Dissonance and Political Attitudes. <i>American Economic Journal: Applied Economics</i> , 2009, 1, 86-111.	1.5	131
40	A Reduced-Form Approach to Behavioral Public Finance. <i>Annual Review of Economics</i> , 2012, 4, 511-540.	2.4	122
41	Self-Control and the Development of Work Arrangements. <i>American Economic Review</i> , 2010, 100, 624-628.	4.0	120
42	Limited Attention and Income Distribution. <i>American Economic Review</i> , 2008, 98, 489-493.	4.0	111
43	Individual differences in normal body temperature: longitudinal big data analysis of patient records. <i>BMJ: British Medical Journal</i> , 2017, 359, j5468.	2.4	110
44	Productivity and Selection of Human Capital with Machine Learning. <i>American Economic Review</i> , 2016, 106, 124-127.	4.0	102
45	Money in the Mental Lives of the Poor. <i>Social Cognition</i> , 2018, 36, 4-19.	0.5	101
46	Predictive modeling of U.S. health care spending in late life. <i>Science</i> , 2018, 360, 1462-1465.	6.0	100
47	Health Insurance Coverage and Take-Up: Lessons from Behavioral Economics. <i>Milbank Quarterly</i> , 2012, 90, 107-134.	2.1	92
48	Does Machine Learning Automate Moral Hazard and Error?. <i>American Economic Review</i> , 2017, 107, 476-480.	4.0	88
49	Megastudies improve the impact of applied behavioural science. <i>Nature</i> , 2021, 600, 478-483.	13.7	80
50	Do Firm Boundaries Matter?. <i>American Economic Review</i> , 2001, 91, 195-199.	4.0	76
51	Psychology, Behavioral Economics, and Public Policy. <i>Marketing Letters</i> , 2005, 16, 443-454.	1.9	76
52	Behavioral Economics and Tax Policy. <i>National Tax Journal</i> , 2009, 62, 375-386.	0.4	55
53	Targeting with Agents. <i>American Economic Journal: Economic Policy</i> , 2013, 5, 206-238.	1.5	50
54	A 680,000-person megastudy of nudges to encourage vaccination in pharmacies. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2022, 119, .	3.3	49

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55	Algorithms as discrimination detectors. Proceedings of the National Academy of Sciences of the United States of America, 2020, 117, 30096-30100.	3.3	45
56	Pyramids. Journal of the European Economic Association, 2003, 1, 478-483.	1.9	43
57	Helping Consumers Know Themselves. American Economic Review, 2011, 101, 417-422.	4.0	39
58	Scarcity and Cognitive Function around Payday: A Conceptual and Empirical Analysis. Journal of the Association for Consumer Research, 2020, 5, 365-376.	1.0	32
59	Diagnosing Physician Error: A Machine Learning Approach to Low-Value Health Care. Quarterly Journal of Economics, 2022, 137, 679-727.	3.9	31
60	An Economic Perspective on Algorithmic Fairness. AEA Papers and Proceedings American Economic Association, 2020, 110, 91-95.	0.7	30
61	Framing Lifetime Income. Journal of Retirement, 2013, 1, 27-37.	0.1	23
62	Allocation of COVID-19 Relief Funding to Disproportionately Black Counties. JAMA - Journal of the American Medical Association, 2020, 324, 1000.	3.8	22
63	Fragile Algorithms and Fallible Decision-Makers: Lessons from the Justice System. Journal of Economic Perspectives, 2021, 35, 71-96.	2.7	22
64	Simplicity Creates Inequity. , 2019, , .		20
65	On the Inequity of Predicting A While Hoping for B. AEA Papers and Proceedings American Economic Association, 2021, 111, 37-42.	0.7	17
66	Quantifying the Causal Effects of Conversational Tendencies. Proceedings of the ACM on Human-Computer Interaction, 2020, 4, 1-24.	2.5	13
67	Solving medicine's data bottleneck: Nightingale Open Science. Nature Medicine, 2022, 28, 897-899.	15.2	8
68	Debt Traps? Market Vendors and Moneylender Debt in India and the Philippines. American Economic Review Insights, 2019, 1, 27-42.	1.6	7
69	Augmenting Pre-Analysis Plans with Machine Learning. AEA Papers and Proceedings American Economic Association, 2019, 109, 71-76.	0.7	7
70	The Challenge of Understanding What Users Want. , 2022, , .		5
71	An opportunity for self-replication. Nature Human Behaviour, 2018, 2, 603-603.	6.2	2
72	A Comparison of Patient History- and EKG-based Cardiac Risk Scores. AMIA Summits on Translational Science Proceedings, 2019, 2019, 82-91.	0.4	0