

Tore Ellingsen

List of Publications by Year in descending order

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63
papers

5,520
citations

186265
28
h-index

197818
49
g-index

65
all docs

65
docs citations

65
times ranked

3150
citing authors

#	ARTICLE	IF	CITATIONS
1	Fair and Square: A Retention Model of Managerial Compensation. <i>Management Science</i> , 2022, 68, 3604-3624.	4.1	2
2	Rational Bubbles in UK Housing Markets: Comment on "Bubble Condition: Model-Free Tests in Housing Markets". <i>Econometrica</i> , 2020, 88, 1755-1766.	4.2	3
3	Rational bubbles and public debt policy: A quantitative analysis. <i>Journal of Monetary Economics</i> , 2018, 96, 109-123.	3.4	16
4	How does communication affect beliefs in one-shot games with complete information?. <i>Games and Economic Behavior</i> , 2018, 107, 153-181.	0.8	5
5	Does Gender Diversity Promote Nonconformity?. <i>Management Science</i> , 2017, 63, 1085-1096.	4.1	27
6	Confining the Coase Theorem: Contracting, Ownership, and Free-Riding. <i>Review of Economic Studies</i> , 2016, 83, 547-586.	5.4	26
7	Tough negotiations: Bilateral bargaining with durable commitments. <i>Games and Economic Behavior</i> , 2014, 87, 353-366.	0.8	16
8	Do people care about social context? Framing effects in dictator games. <i>Experimental Economics</i> , 2013, 16, 349-371.	2.1	147
9	Gender differences in social framing effects. <i>Economics Letters</i> , 2013, 118, 470-472.	1.9	37
10	The private provision of excludable public goods: An inefficiency result. <i>Journal of Public Economics</i> , 2012, 96, 658-669.	4.3	6
11	Social framing effects: Preferences or beliefs?. <i>Games and Economic Behavior</i> , 2012, 76, 117-130.	0.8	192
12	Do People Care About Social Context? Framing Effects in Dictator Games. <i>SSRN Electronic Journal</i> , 2012, , .	0.4	7
13	The evolution of parental investment: Re-examining the anisogamy argument. <i>Journal of Theoretical Biology</i> , 2012, 299, 113-119.	1.7	7
14	A randomized trial of the effect of testosterone and estrogen on verbal fluency, verbal memory, and spatial ability in healthy postmenopausal women. <i>Fertility and Sterility</i> , 2011, 95, 152-157.	1.0	41
15	Strategic risk and coordination failure in blame games. <i>Economics Letters</i> , 2011, 110, 90-92.	1.9	3
16	What You Sell Is What You Lend? Explaining Trade Credit Contracts. <i>Review of Financial Studies</i> , 2011, 24, 1261-1298.	6.8	591
17	Conspicuous generosity. <i>Journal of Public Economics</i> , 2011, 95, 1131-1143.	4.3	77
18	Financial Contracting Under Imperfect Enforcement. <i>Quarterly Journal of Economics</i> , 2011, 126, 323-371.	8.6	27

#	ARTICLE	IF	CITATIONS
19	When Does Communication Improve Coordination?. American Economic Review, 2010, 100, 1695-1724.	8.5	94
20	Testing guilt aversion. Games and Economic Behavior, 2010, 68, 95-107.	0.8	219
21	Anchoring and cognitive ability. Economics Letters, 2010, 107, 66-68.	1.9	115
22	Weighing Reward and Punishmentâ€™Response. Science, 2009, 326, 1632-1633.	12.6	3
23	Trust and Truth. Economic Journal, 2009, 119, 252-276.	3.6	45
24	A randomized trial of the effect of estrogen and testosterone on economic behavior. Proceedings of the National Academy of Sciences of the United States of America, 2009, 106, 6535-6538.	7.1	164
25	The aversion to lying. Journal of Economic Behavior and Organization, 2009, 70, 81-92.	2.0	283
26	Time is not money. Journal of Economic Behavior and Organization, 2009, 72, 96-102.	2.0	32
27	Positive Interactions Promote Public Cooperation. Science, 2009, 325, 1272-1275.	12.6	570
28	Trade Finance In A Liquidity Crisis. Policy Research Working Papers, 2009, , .	1.4	13
29	Anticipated verbal feedback induces altruistic behavior. Evolution and Human Behavior, 2008, 29, 100-105.	2.2	105
30	Pride and Prejudice: The Human Side of Incentive Theory. American Economic Review, 2008, 98, 990-1008.	8.5	431
31	Commitment and Conflict in Bilateral Bargaining. American Economic Review, 2008, 98, 1629-1635.	8.5	40
32	Strategic Buyers and the Social Cost of Monopoly. , 2008, , 399-408.		23
33	Paying Respect. Journal of Economic Perspectives, 2007, 21, 135-149.	5.9	158
34	Is generosity involuntary?. Economics Letters, 2007, 94, 32-37.	1.9	125
35	Does Impartial Deliberation Breed Fair Behavior?. Rationality and Society, 2005, 17, 116-136.	1.1	6
36	Sunk costs and fairness in incomplete information bargaining. Games and Economic Behavior, 2005, 50, 155-177.	0.8	30

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37	In-Kind Finance: A Theory of Trade Credit. <i>American Economic Review</i> , 2004, 94, 569-590.	8.5	662
38	Promises, Threats and Fairness. <i>Economic Journal</i> , 2004, 114, 397-420.	3.6	418
39	Is There a Hold-up Problem?. <i>Scandinavian Journal of Economics</i> , 2004, 106, 475-494.	1.4	68
40	Commentary: Governing Labor Relations. , 2003, , 106-181.		0
41	Fixed or Flexible? Wage-setting in Search Equilibrium. <i>Economica</i> , 2003, 70, 233-250.	1.6	19
42	Monitoring and Pay. <i>Journal of Labor Economics</i> , 2002, 20, 201-216.	2.8	40
43	Does Evolution Solve the Hold-Up Problem?. <i>Games and Economic Behavior</i> , 2002, 39, 28-53.	0.8	41
44	Monetary Policy and Market Interest Rates. <i>American Economic Review</i> , 2001, 91, 1594-1607.	8.5	127
45	Foreign Direct Investment and the Political Economy of Protection. <i>International Economic Review</i> , 1999, 40, 357-379.	1.3	32
46	Externalities vs internalities: a model of political integration. <i>Journal of Public Economics</i> , 1998, 68, 251-268.	4.3	138
47	Fixed or Flexible?: Wage Setting in Search Equilibrium. <i>SSRN Electronic Journal</i> , 1998, , .	0.4	7
48	The Evolution of Bargaining Behavior. <i>Quarterly Journal of Economics</i> , 1997, 112, 581-602.	8.6	68
49	Price signals quality: The case of perfectly inelastic demand. <i>International Journal of Industrial Organization</i> , 1997, 16, 43-61.	1.2	33
50	Efficiency Wages and X-inefficiencies. <i>Scandinavian Journal of Economics</i> , 1997, 99, 581-596.	1.4	5
51	Mandated countertrade as a strategic commitment. <i>Journal of International Economics</i> , 1996, 40, 67-84.	3.0	15
52	On flexibility in oligopoly. <i>Economics Letters</i> , 1995, 48, 83-89.	1.9	16
53	Economists' Mathematical Manual. <i>Scandinavian Journal of Economics</i> , 1994, 96, 575.	1.4	0
54	Cardinal Utility: A History of Hedonimetry. , 1994, , 105-165.		13

#	ARTICLE	IF	CITATIONS
55	What You Sell is What You Lend? Explaining Trade Credit Contracts. SSRN Electronic Journal, 0, , .	0.4	56
56	Civic Capital in Two Cultures: The Nature of Cooperation in Romania and USA. SSRN Electronic Journal, 0, , .	0.4	10
57	Paying for Staying: Managerial Contracts and the Retention Motive. SSRN Electronic Journal, 0, , .	0.4	3
58	In-Kind Finance. SSRN Electronic Journal, 0, , .	0.4	5
59	Why are Long Rates Sensitive to Monetary Policy?. SSRN Electronic Journal, 0, , .	0.4	21
60	Indebtedness and Unemployment: A Durable Relationship. SSRN Electronic Journal, 0, , .	0.4	3
61	The Stock Market as a Screening Device and the Decision to Go Public. SSRN Electronic Journal, 0, , .	0.4	24
62	Disagreement and Authority. SSRN Electronic Journal, 0, , .	0.4	0
63	Efficiency Wages and X-Inefficiencies. SSRN Electronic Journal, 0, , .	0.4	2