

# Benjamin E Hilbig

## List of Publications by Year in descending order

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90  
papers

4,295  
citations

101543

36  
h-index

128289

60  
g-index

95  
all docs

95  
docs citations

95  
times ranked

2456  
citing authors

#	ARTICLE	IF	CITATIONS
1	The dark core of personality.. Psychological Review, 2018, 125, 656-688.	3.8	264
2	Multinomial Processing Tree Models. Zeitschrift Fuer Psychologie Mit Zeitschrift Fuer Angewandte Psychologie, 2009, 217, 108-124.	1.0	240
3	It takes two: Honestyâ€™Humility and Agreeableness differentially predict active versus reactive cooperation. Personality and Individual Differences, 2013, 54, 598-603.	2.9	200
4	Pillars of cooperation: Honestyâ€™Humility, social value orientations, and economic behavior. Journal of Research in Personality, 2009, 43, 516-519.	1.7	196
5	Personality and prosocial behavior: Linking basic traits and social value orientations.. Journal of Personality and Social Psychology, 2014, 107, 529-539.	2.8	156
6	Trust: An Integrative Review from a Personâ€™Situation Perspective. Review of General Psychology, 2015, 19, 249-277.	3.2	149
7	When the catâ€™s away, some mice will play: A basic trait account of dishonest behavior. Journal of Research in Personality, 2015, 57, 72-88.	1.7	122
8	The Nomological Net of the HEXACO Model of Personality: A Large-Scale Meta-Analytic Investigation. Perspectives on Psychological Science, 2020, 15, 723-760.	9.0	116
9	Reaction time effects in lab- versus Web-based research: Experimental evidence. Behavior Research Methods, 2016, 48, 1718-1724.	4.0	114
10	Honestyâ€™Humility and a Personâ€™Situation Interaction at Work. European Journal of Personality, 2010, 24, 569-582.	3.1	112
11	Trust in me, trust in you: A social projection account of the link between personality, cooperativeness, and trustworthiness expectations. Journal of Research in Personality, 2014, 50, 61-65.	1.7	106
12	Personality, Punishment and Public Goods: Strategic Shifts towards Cooperation as a Matter of Dispositional Honestyâ€™Humility. European Journal of Personality, 2012, 26, 245-254.	3.1	102
13	Measuring the dark core of personality.. Psychological Assessment, 2020, 32, 182-196.	1.5	81
14	lab.js: A free, open, online study builder. Behavior Research Methods, 2022, 54, 556-573.	4.0	79
15	Tracing the Path from Personality â€™ via Cooperativeness â€™ to Conservation. European Journal of Personality, 2013, 27, 319-327.	3.1	77
16	Two sides of one coin: Honestyâ€™Humility and situational factors mutually shape social dilemma decision making. Journal of Research in Personality, 2013, 47, 286-295.	1.7	77
17	What is adaptive about adaptive decision making? A parallel constraint satisfaction account. Cognition, 2014, 133, 641-666.	2.2	73
18	What lies beneath: How the distance between truth and lie drives dishonesty. Journal of Experimental Social Psychology, 2013, 49, 263-266.	2.2	71

#	ARTICLE	IF	CITATIONS
19	From personality to altruistic behavior (and back): Evidence from a double-blind dictator game. <i>Journal of Research in Personality</i> , 2015, 55, 46-50.	1.7	66
20	Reconsidering "evidence" for fast-and-frugal heuristics. <i>Psychonomic Bulletin and Review</i> , 2010, 17, 923-930.	2.8	59
21	Attitudes of the selfless: Explaining political orientation with altruism. <i>Personality and Individual Differences</i> , 2010, 48, 338-342.	2.9	59
22	Recognizing Users of the Recognition Heuristic. <i>Experimental Psychology</i> , 2008, 55, 394-401.	0.7	55
23	The reversed description-experience gap: Disentangling sources of presentation format effects in risky choice.. <i>Journal of Experimental Psychology: General</i> , 2016, 145, 486-508.	2.1	54
24	Ignorance- versus evidence-based decision making: A decision time analysis of the recognition heuristic.. <i>Journal of Experimental Psychology: Learning Memory and Cognition</i> , 2009, 35, 1296-1305.	0.9	52
25	Individual differences in fast-and-frugal decision making: Neuroticism and the recognition heuristic. <i>Journal of Research in Personality</i> , 2008, 42, 1641-1645.	1.7	49
26	Effort reduction after self-control depletion: The role of cognitive resources in use of simple heuristics. <i>Journal of Cognitive Psychology</i> , 2013, 25, 267-276.	0.9	49
27	How virtual nature experiences can promote pro-environmental behavior. <i>Journal of Environmental Psychology</i> , 2018, 60, 41-47.	5.1	49
28	Does everyone have a price? On the role of payoff magnitude for ethical decision making. <i>Cognition</i> , 2017, 163, 15-25.	2.2	46
29	Which is the greater good? A social dilemma paradigm disentangling environmentalism and cooperation. <i>Journal of Environmental Psychology</i> , 2017, 53, 40-49.	5.1	44
30	The statistical analysis of cheating paradigms. <i>Behavior Research Methods</i> , 2017, 49, 724-732.	4.0	43
31	Meta-Analytic Investigations of the HEXACO Personality Inventory(-Revised). <i>Zeitschrift Fur Psychologie / Journal of Psychology</i> , 2019, 227, 186-194.	1.0	43
32	Willing to Give but Not to Forgive: Borderline Personality Features and Cooperative Behavior. <i>Journal of Personality Disorders</i> , 2014, 28, 778-795.	1.4	42
33	One-reason decision making unveiled: A measurement model of the recognition heuristic.. <i>Journal of Experimental Psychology: Learning Memory and Cognition</i> , 2010, 36, 123-134.	0.9	41
34	Truth Will Out. <i>Social Psychological and Personality Science</i> , 2015, 6, 140-147.	3.9	41
35	The HEXACO "100 Across 16 Languages: A Large-Scale Test of Measurement Invariance. <i>Journal of Personality Assessment</i> , 2020, 102, 714-726.	2.1	41
36	Generalized outcome-based strategy classification: Comparing deterministic and probabilistic choice models. <i>Psychonomic Bulletin and Review</i> , 2014, 21, 1431-1443.	2.8	39

#	ARTICLE	IF	CITATIONS
37	Criterion knowledge: A moderator of using the recognition heuristic?. Journal of Behavioral Decision Making, 2009, 22, 510-522.	1.7	38
38	On Measuring the Sixth Basic Personality Dimension: A Comparison Between HEXACO Honesty-Humility and Big Six Honesty-Propriety. Assessment, 2017, 24, 1024-1036.	3.1	38
39	An Experimental Validation Method for Questioning Techniques That Assess Sensitive Issues. Experimental Psychology, 2014, 61, 48-54.	0.7	36
40	Defection in the dark? A randomized response investigation of cooperativeness in social dilemma games. European Journal of Social Psychology, 2011, 41, 638-644.	2.4	35
41	Agreeableness and the common core of dark traits are functionally different constructs. Journal of Research in Personality, 2020, 87, 103986.	1.7	32
42	Seeing me, seeing you: Testing competing accounts of assumed similarity in personality judgments.. Journal of Personality and Social Psychology, 2020, 118, 172-198.	2.8	31
43	How framing statistical statements affects subjective veracity: Validation and application of a multinomial model for judgments of truth. Cognition, 2012, 125, 37-48.	2.2	30
44	Themes of the dark core of personality.. Psychological Assessment, 2021, 33, 511-525.	1.5	30
45	<i>Homo heuristicus</i> Outnumbered: Comment on Gigerenzer and Brighton (2009). Topics in Cognitive Science, 2011, 3, 187-196.	1.9	29
46	The two faces of cooperation: On the unique role of HEXACO Agreeableness for forgiveness versus retaliation. Journal of Research in Personality, 2016, 64, 69-78.	1.7	29
47	Openness to (reporting) experiences that one never had: Overclaiming as an outcome of the knowledge accumulated through a proclivity for cognitive and aesthetic exploration.. Journal of Personality and Social Psychology, 2017, 113, 810-834.	2.8	29
48	Altruism at the ballots: Predicting political attitudes and behavior. Journal of Research in Personality, 2011, 45, 130-133.	1.7	28
49	The dark core of personality and socially aversive psychopathology. Journal of Personality, 2021, 89, 216-227.	3.2	28
50	A matter of time: Antecedents of one-reason decision making based on recognition. Acta Psychologica, 2012, 141, 9-16.	1.5	27
51	Prediction Consistency: A Test of the Equivalence Assumption across Different Indicators of the Same Construct. European Journal of Personality, 2016, 30, 637-647.	3.1	27
52	No gain without pain: The psychological costs of dishonesty. Journal of Economic Psychology, 2019, 71, 126-137.	2.2	27
53	Good Things Don't Come Easy (to Mind). Experimental Psychology, 2012, 59, 38-46.	0.7	22
54	Stability and Change: The Dark Factor of Personality Shapes Dark Traits. Social Psychological and Personality Science, 0, , 194855062095328.	3.9	22

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55	Fluent, fast, and frugal? A formal model evaluation of the interplay between memory, fluency, and comparative judgments.. <i>Journal of Experimental Psychology: Learning Memory and Cognition</i> , 2011, 37, 827-839.	0.9	19
56	Nomological consistency: A comprehensive test of the equivalence of different trait indicators for the same constructs. <i>Journal of Personality</i> , 2019, 87, 715-730.	3.2	18
57	Disentangling the effects of culture and language on measurement noninvariance in cross-cultural research: The culture, comprehension, and translation bias (CCT) procedure.. <i>Psychological Assessment</i> , 2021, 33, 375-384.	1.5	18
58	On the Lack of Real Consequences in Consumer Choice Research. <i>Experimental Psychology</i> , 2019, 66, 68-76.	0.7	18
59	The impact of subjective recognition experiences on recognition heuristic use: A multinomial processing tree approach. <i>Psychonomic Bulletin and Review</i> , 2014, 21, 1131-1138.	2.8	17
60	To boast or not to boast: Testing the humility aspect of the Honesty-Humility factor. <i>Personality and Individual Differences</i> , 2014, 69, 12-16.	2.9	17
61	Active versus reactive cooperativeness in Borderline Psychopathology: A dissection based on the HEXACO model of personality. <i>Personality and Individual Differences</i> , 2014, 56, 19-23.	2.9	16
62	From information processing to decisions: Formalizing and comparing psychologically plausible choice models. <i>Cognitive Psychology</i> , 2017, 96, 26-40.	2.2	16
63	Daring dishonesty: On the role of sanctions for (un)ethical behavior. <i>Journal of Experimental Social Psychology</i> , 2018, 79, 71-77.	2.2	16
64	Making rights from wrongs: The crucial role of beliefs and justifications for the expression of aversive personality.. <i>Journal of Experimental Psychology: General</i> , 2022, 151, 2730-2755.	2.1	16
65	Measuring the Dark Core of Personality in German: Psychometric Properties, Measurement Invariance, Predictive Validity, and Self-Other Agreement. <i>Journal of Personality Assessment</i> , 2022, 104, 660-673.	2.1	15
66	From basic personality to motivation: Relating the HEXACO factors to achievement goals. <i>Learning and Individual Differences</i> , 2015, 40, 1-8.	2.7	14
67	Whatever the cost? Information integration in memory-based inferences depends on cognitive effort. <i>Memory and Cognition</i> , 2015, 43, 659-671.	1.6	13
68	Theoretical and empirical dissociations between the Dark Factor of Personality and low Honesty-Humility. <i>Journal of Research in Personality</i> , 2021, 95, 104154.	1.7	13
69	Honest People Tend to Use Less "Not More" Profanity. <i>Social Psychological and Personality Science</i> , 2018, 9, 516-520.	3.9	12
70	Honesty-humility and dictator and ultimatum game-giving in children. <i>Journal of Research in Personality</i> , 2020, 85, 103907.	1.7	12
71	On the robustness of the association between Honesty-Humility and dishonest behavior for varying incentives. <i>Journal of Research in Personality</i> , 2020, 88, 104006.	1.7	11
72	Buying Unethical Loyalty: A Behavioral Paradigm and Empirical Test. <i>Social Psychological and Personality Science</i> , 2021, 12, 363-370.	3.9	11

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73	The motivational basis of third-party punishment in children. <i>PLoS ONE</i> , 2020, 15, e0241919.	2.5	10
74	Beyond (low) Agreeableness: Toward a more comprehensive understanding of antagonistic psychopathology. <i>Journal of Personality</i> , 2022, 90, 956-970.	3.2	10
75	Should Versus Want: On the Relative Contribution of Injunctive Norms and Preferences on Trust Decisions. <i>Journal of Behavioral Decision Making</i> , 2017, 30, 446-452.	1.7	9
76	Psynteract: A flexible, cross-platform, open framework for interactive experiments. <i>Behavior Research Methods</i> , 2017, 49, 1605-1614.	4.0	9
77	Agreeableness is dead. Long live Agreeableness? Reply to Vize and Lynam. <i>Journal of Research in Personality</i> , 2021, 91, 104074.	1.7	9
78	Bending Our Ethics Code. <i>European Psychologist</i> , 2022, 27, 62-70.	3.1	9
79	Personality and behavioral dishonesty. <i>Current Opinion in Psychology</i> , 2022, 47, 101378.	4.9	8
80	Use of the recognition heuristic depends on the domain's recognition validity, not on the recognition validity of selected sets of objects. <i>Memory and Cognition</i> , 2017, 45, 776-791.	1.6	7
81	The brighter the light, the deeper the shadow: Morality also fuels aggression, conflict, and violence. <i>Behavioral and Brain Sciences</i> , 2018, 41, e98.	0.7	6
82	Borderline Personality and the Detection of Angry Faces. <i>PLoS ONE</i> , 2016, 11, e0152947.	2.5	6
83	The Dark Factor of Personality and Risk-Taking. <i>International Journal of Environmental Research and Public Health</i> , 2021, 18, 8400.	2.6	5
84	A predominance of self-identified Democrats is no evidence of a leftward bias. <i>Behavioral and Brain Sciences</i> , 2015, 38, e146.	0.7	3
85	The limited use of the fluency heuristic: Converging evidence across different procedures. <i>Memory and Cognition</i> , 2016, 44, 1114-1126.	1.6	3
86	On the Limited Generality of Air Pollution and Anxiety as Causal Determinants of Unethical Behavior: Commentary on Lu, Lee, Gino, and Galinsky (2018). <i>Psychological Science</i> , 2020, 31, 741-747.	3.3	3
87	On the (Mis)Use of Deception in Web-Based Research. <i>Zeitschrift Fur Psychologie / Journal of Psychology</i> , 2021, 229, 225-229.	1.0	3
88	Honesty-Humility. , 2016, , 1-9.		2
89	Fast, but not so furious. On the distinctiveness of a fast life history strategy and the common core of aversive traits. <i>Personality Science</i> , 0, 3, .	1.3	2
90	Honesty-Humility. , 2020, , 1996-2004.		1