Elke U Weber

List of Publications by Year
in descending order

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100 papers	22,692 citations	20759 60 h-index	32761 100 g-index
104 all docs	104 docs citations	104 times ranked	16644 citing authors

#	Article	IF	Citations
1	Risk as feelings.. Psychological Bulletin, 2001, 127, 267-286.	5.5	4,737
2	A domain-specific risk-attitude scale: measuring risk perceptions and risk behaviors. Journal of Behavioral Decision Making, 2002, 15, 263-290.	1.0	1,966
3	Experience-Based and Description-Based Perceptions of Long-Term Risk: Why Global Warming does not Scare us (Yet). Climatic Change, 2006, 77, 103-120.	1.7	857
4	Cross-Cultural Differences in Risk Perception, but Cross-Cultural Similarities in Attitudes Towards Perceived Risk. Management Science, 1998, 44, 1205-1217.	2.4	730
5	Mindful Judgment and Decision Making. Annual Review of Psychology, 2009, 60, 53-85.	9.9	644
6	Beyond nudges: Tools of a choice architecture. Marketing Letters, 2012, 23, 487-504.	1.9	621
7	Perceived Risk Attitudes: Relating Risk Perception to Risky Choice. Management Science, 1997, 43, 123-144.	2.4	612
8	Public understanding of climate change in the United States.. American Psychologist, 2011, 66, 315-328.	3.8	592
9	Predicting Risk Sensitivity in Humans and Lower Animals: Risk as Variance or Coefficient of Variation.. Psychological Review, 2004, 111, 430-445.	2.7	584
10	Lateral prefrontal cortex and self-control in intertemporal choice. Nature Neuroscience, 2010, 13, 538-539.	7.1	567
11	What shapes perceptions of climate change?. Wiley Interdisciplinary Reviews: Climate Change, 2010, 1, 332-342.	3.6	525
12	Positive and negative spillover of pro-environmental behavior: An integrative review and theoretical framework. Global Environmental Change, 2014, 29, 127-138.	3.6	503
13	Towards demand-side solutions for mitigating climate change. Nature Climate Change, 2018, 8, 260-263.	8.1	496
14	Cross-national differences in risk preference and lay predictions. Journal of Behavioral Decision Making, 1999, 12, 165-179.	1.0	493
15	Affective and deliberative processes in risky choice: Age differences in risk taking in the Columbia Card Task.. Journal of Experimental Psychology: Learning Memory and Cognition, 2009, 35, 709-730.	0.7	481
16	Social norms as solutions. Science, 2016, 354, 42-43.	6.0	476
17	Communication and mental processes: Experiential and analytic processing of uncertain climate information. Global Environmental Change, 2007, 17, 47-58.	3.6	381
18	Psychology's contributions to understanding and addressing global climate change.. American Psychologist, 2011, 66, 241-250.	3.8	332

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19	Who Takes Risks When and Why?. Current Directions in Psychological Science, 2011, 20, 211-216.	2.8	311
20	Discounting future green: Money versus the environment.. Journal of Experimental Psychology: General, 2009, 138, 329-340.	1.5	290
21	From subjective probabilities to decision weights: The effect of asymmetric loss functions on the evaluation of uncertain outcomes and events.. Psychological Bulletin, 1994, 115, 228-242.	5.5	276
22	Our future in the Anthropocene biosphere. Ambio, 2021, 50, 834-869.	2.8	275
23	How warm days increase belief in global warming. Nature Climate Change, 2014, 4, 143-147.	8.1	274
24	A fundamental prediction error: Selfâ€“others discrepancies in risk preference.. Journal of Experimental Psychology: General, 1997, 126, 45-53.	1.5	273
25	When and why defaults influence decisions: a meta-analysis of default effects. Behavioural Public Policy, 2019, 3, 159-186.	1.6	238
26	Cross-Cultural Differences in Risk Perception: A Model-Based Approach. Risk Analysis, 1997, 17, 479-488.	1.5	212
27	Who takes Risks When and Why: Determinants of Changes in Investor Risk Taking*. Review of Finance, 2013, 17, 847-883.	3.2	196
28	Contextual effects in the interpretations of probability words: Perceived base rate and severity of events.. Journal of Experimental Psychology: Human Perception and Performance, 1990, 16, 781-789.	0.7	166
29	What Folklore Tells Us about Risk and Risk Taking: Cross-Cultural Comparisons of American, German, and Chinese Proverbs. Organizational Behavior and Human Decision Processes, 1998, 75, 170-186.	1.4	162
30	Communicating Asset Risk: How Name Recognition and the Format of Historic Volatility Information Affect Risk Perception and Investment Decisions. Risk Analysis, 2005, 25, 597-609.	1.5	161
31	What shapes perceptions of climate change? New research since 2010. Wiley Interdisciplinary Reviews: Climate Change, 2016, 7, 125-134.	3.6	159
32	Complementary cognitive capabilities, economic decision making, and aging.. Psychology and Aging, 2013, 28, 595-613.	1.4	153
33	Itâ€™s the Thought That Counts: On Perceiving How Helpers Decide to Lend a Hand. Personality and Social Psychology Bulletin, 2004, 30, 461-474.	1.9	151
34	How Will I Be Remembered? Conserving the Environment for the Sake of Oneâ€™s Legacy. Psychological Science, 2015, 26, 231-236.	1.8	134
35	When do extreme weather events generate attention to climate change?. Climatic Change, 2017, 143, 227-241.	1.7	133
36	Increased Capacity to Delay Reward in Anorexia Nervosa. Journal of the International Neuropsychological Society, 2012, 18, 773-780.	1.2	132

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37	The influence of anticipated pride and guilt on pro-environmental decision making. PLoS ONE, 2017, 12, e0188781.	1.1	130
38	Stewardship of global collective behavior. Proceedings of the National Academy of Sciences of the United States of America, 2021, 118, .	3.3	129
39	An agent based model to simulate structural and land use changes in agricultural systems of the argentine pampas. Ecological Modelling, 2011, 222, 3486-3499.	1.2	122
40	An axiomatic theory of conjoint, expected risk. Journal of Mathematical Psychology, 1986, 30, 188-205.	1.0	119
41	Investment Decisions and Time Horizon: Risk Perception and Risk Behavior in Repeated Gambles. Management Science, 2005, 51, 1777-1790.	2.4	114
42	Models and mosaics: Investigating cross-cultural differences in risk perception and risk preference. Psychonomic Bulletin and Review, 1999, 6, 611-617.	1.4	110
43	Dimensions of Risk Perception for Financial and Health Risks. Risk Analysis, 1993, 13, 553-558.	1.5	109
44	Neural Correlates of Expected Risks and Returns in Risky Choice across Development. Journal of Neuroscience, 2015, 35, 1549-1560.	1.7	107
45	Sound credit scores and financial decisions despite cognitive aging. Proceedings of the National Academy of Sciences of the United States of America, 2015, 112, 65-69.	3.3	107
46	Comonotonic independence: The critical test between classical and rank-dependent utility theories. Journal of Risk and Uncertainty, 1994, 9, 195-230.	0.8	105
47	Capacity to Delay Reward Differentiates Obsessive-Compulsive Disorder and Obsessive-Compulsive Personality Disorder. Biological Psychiatry, 2014, 75, 653-659.	0.7	102
48	From individual preference construction to group decisions: Framing effects and group processes. Organizational Behavior and Human Decision Processes, 2009, 108, 242-255.	1.4	91
49	Culture and Judgment and Decision Making. Perspectives on Psychological Science, 2010, 5, 410-419.	5.2	90
50	Statements about climate researchersâ€™ carbon footprints affect their credibility and the impact of their advice. Climatic Change, 2016, 138, 325-338.	1.7	85
51	Perceptions and communication strategies for the many uncertainties relevant for climate policy. Wiley Interdisciplinary Reviews: Climate Change, 2014, 5, 219-232.	3.6	82
52	Good or Bad, We Want it Now: Fixedâ€cost Present Bias for Gains and Losses Explains Magnitude Asymmetries in Intertemporal Choice. Journal of Behavioral Decision Making, 2013, 26, 348-361.	1.0	81
53	Community trust reduces myopic decisions of low-income individuals. Proceedings of the National Academy of Sciences of the United States of America, 2017, 114, 5401-5406.	3.3	77
54	DOSPERT's Gambling Risk-Taking Propensity Scale Predicts Excessive Stock Trading. Journal of Behavioral Finance, 2013, 14, 65-78.	0.8	74

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55	Reasons for Rank-Dependent Utility Evaluation. Journal of Risk and Uncertainty, 1997, 14, 41-61.	0.8	73
56	A theory of perceived risk and attractiveness. Organizational Behavior and Human Decision Processes, 1992, 52, 492-523.	1.4	72
57	Reducing Carbon-Based Energy Consumption through Changes in Household Behavior. Daedalus, 2013, 142, 78-89.	0.9	72
58	Asymmetric discounting of gains and losses: A query theory account. Journal of Risk and Uncertainty, 2011, 43, 107-126.	0.8	71
59	Axiomatic measures of perceived risk: Some tests and extensions. Journal of Behavioral Decision Making, 1989, 2, 113-131.	1.0	70
60	A descriptive measure of risk. Acta Psychologica, 1988, 69, 185-203.	0.7	68
61	â€˜How Do I Choose Thee? Let me Count the Waysâ€™: A Textual Analysis of Similarities and Differences in Modes of Decision-making in China and the United States. Management and Organization Review, 2005, 1, 87-118.	1.8	68
62	Domain-specificity and gender differences in decision making. Risk, Decision and Policy, 2001, 6, 47-69.	0.1	67
63	Risk attitude and preference. Wiley Interdisciplinary Reviews: Cognitive Science, 2010, 1, 79-88.	1.4	65
64	Correcting expected utility for comparisons between alternative outcomes: A unified parameterization of regret and disappointment. Journal of Risk and Uncertainty, 2008, 36, 1-17.	0.8	59
65	Mind-reading in strategic interaction: The impact of perceived similarity on projection and stereotyping. Organizational Behavior and Human Decision Processes, 2012, 117, 96-110.	1.4	50
66	Effects of Game-Like Interactive Graphics on Risk Perceptions and Decisions. Medical Decision Making, 2011, 31, 130-142.	1.2	47
67	COP21 climate negotiatorsâ€™ responses to climate model forecasts. Nature Climate Change, 2017, 7, 185-190.	8.1	46
68	WTO must ban harmful fisheries subsidies. Science, 2021, 374, 544-544.	6.0	45
69	Translated Attributes as Choice Architecture: Aligning Objectives and Choices Through Decision Signposts. Management Science, 2018, 64, 2445-2459.	2.4	44
70	Climate change communicatorsâ€™ carbon footprints affect their audienceâ€™s policy support. Climatic Change, 2019, 154, 529-545.	1.7	44
71	Aiding Decision Making to Reduce the Impacts of Climate Change. Journal of Consumer Policy, 2014, 37, 397-411.	0.6	42
72	Behavioral science tools to strengthen energy & environmental policy. Behavioral Science and Policy, 2017, 3, 68-79.	1.8	38

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73	The role of perceived effectiveness on the acceptability of choice architecture. Behavioural Public Policy, 2020, 4, 50-70.	1.6	36
74	Beyond rationality in engineering design for sustainability. Nature Sustainability, 2018, 1, 225-233.	11.5	32
75	Culture versus cognition is a false dilemma. Nature Climate Change, 2017, 7, 457-457.	8.1	30
76	Impatience and Savoring vs. Dread: Asymmetries in Anticipation Explain Consumer Time Preferences for Positive vs. Negative Events. Journal of Consumer Psychology, 2020, 30, 598-613.	3.2	29
77	Examining charitable giving in real-world online donations. Nature Communications, 2019, 10, 3968.	5.8	28
78	Using Framing Effects to Inform More Sustainable Infrastructure Design Decisions. Journal of Construction Engineering and Management - ASCE, 2016, 142, .	2.0	27
79	Value of perfect ENSO phase predictions for agriculture: evaluating the impact of land tenure and decision objectives. Climatic Change, 2009, 97, 145-170.	1.7	26
80	Global climate marches sharply raise attention to climate change: Analysis of climate search behavior in 46 countries. Journal of Environmental Psychology, 2021, 75, 101596.	2.3	24
81	Earth stewardship: Shaping a sustainable future through interacting policy and norm shifts. Ambio, 2022, 51, 1907-1920.	2.8	23
82	Moderating spillover: Focusing on personal sustainable behavior rarely hinders and can boost climate policy support. Energy Research and Social Science, 2021, 78, 102150.	3.0	21
83	Decision-making under the deep uncertainty of climate change: The psychological and political agency of narratives. Current Opinion in Psychology, 2021, 42, 151-159.	2.5	20
84	Governing sustainable transformations of urban social-ecological-technological systems. Npj Urban Sustainability, 2022, 2, .	3.7	20
85	Governance in the Face of Extreme Events: Lessons from Evolutionary Processes for Structuring Interventions, and the Need to Go Beyond. Ecosystems, 2022, 25, 697-711.	1.6	18
86	Segregation and clustering of preferences erode socially beneficial coordination. Proceedings of the National Academy of Sciences of the United States of America, 2021, 118, .	3.3	18
87	Providing descriptive norms during engineering design can encourage more sustainable infrastructure. Sustainable Cities and Society, 2018, 40, 182-188.	5.1	16
88	Catch me if I fall: Cross-national differences in willingness to take financial risks as a function of social and state â€˜cushioningâ€™. International Business Review, 2017, 26, 1023-1033.	2.6	15
89	Effectiveness of behavioural interventions to reduce household energy demand: a scoping review. Environmental Research Letters, 2022, 17, 063005.	2.2	14
90	Confidence judgments as expressions of experienced decision conflict. Risk, Decision and Policy, 2000, 5, 69-100.	0.1	13

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91	The source is the message: the impact of institutional signals on climate changeâ€“related norm perceptions and behaviors. Climatic Change, 2021, 166, 1.	1.7	13
92	The impact of institutions on the decision how to decide. Journal of Institutional Economics, 2007, 3, 323-349.	1.3	12
93	Perception Matters: The Pitfalls of Misperceiving Psychological Barriers to Climate Policy. Perspectives on Psychological Science, 2018, 13, 508-511.	5.2	11
94	Reducing Discrimination and Fostering Prosociality Towards Exâ€Prisoners in Nigeria and the United States. Journal of Social Issues, 2020, 76, 172-199.	1.9	10
95	Seeing Is Believing: Understanding & Aiding Human Responses to Global Climate Change. Daedalus, 2020, 149, 139-150.	0.9	7
96	How we decide shapes what we choose: decision modes track consumer decisions that help decarbonize electricity generation. Theory and Decision, 2022, 92, 731-758.	0.5	7
97	Motivating prosocial behavior by leveraging positive selfâ€regard through values affirmation. Journal of Applied Social Psychology, 2022, 52, 106-114.	1.3	3
98	Framing to reduce present bias in infrastructure design intentions. IScience, 2022, 25, 103954.	1.9	2
99	Meta-theory rather than method fascism. Behavioral and Brain Sciences, 2001, 24, 430-431.	0.4	0
100	Pictures Matter: How Images of Projected Sea-Level Rise Shape Long-Term Sustainable Design Decisions for Infrastructure Systems. Sustainability, 2022, 14, 3007.	1.6	0