

John A List

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/3228754/publications.pdf>

Version: 2024-02-01

265
papers

31,396
citations

11235

73
h-index

8433

152
g-index

365
all docs

365
docs citations

365
times ranked

18360
citing authors

#	ARTICLE	IF	CITATIONS
1	What Do Laboratory Experiments Measuring Social Preferences Reveal About the Real World?. Journal of Economic Perspectives, 2007, 21, 153-174.	2.7	2,031
2	Field Experiments. Journal of Economic Literature, 2004, 42, 1009-1055.	4.5	1,975
3	Redefine statistical significance. Nature Human Behaviour, 2018, 2, 6-10.	6.2	1,763
4	Does Market Experience Eliminate Market Anomalies?. Quarterly Journal of Economics, 2003, 118, 41-71.	3.8	962
5	Testing for Altruism and Social Pressure in Charitable Giving. Quarterly Journal of Economics, 2012, 127, 1-56.	3.8	784
6	What Experimental Protocol Influence Disparities Between Actual and Hypothetical Stated Values?. Environmental and Resource Economics, 2001, 20, 241-254.	1.5	706
7	On the Interpretation of Giving in Dictator Games. Journal of Political Economy, 2007, 115, 482-493.	3.3	687
8	Gender Differences in Competition: Evidence From a Matrilineal and a Patriarchal Society. Econometrica, 2009, 77, 1637-1664.	2.6	683
9	Neoclassical Theory Versus Prospect Theory: Evidence from the Marketplace. Econometrica, 2004, 72, 615-625.	2.6	605
10	Do Professional Traders Exhibit Myopic Loss Aversion? An Experimental Analysis. Journal of Finance, 2005, 60, 523-534.	3.2	549
11	Putting Behavioral Economics to Work: Testing for Gift Exchange in Labor Markets Using Field Experiments. Econometrica, 2006, 74, 1365-1384.	2.6	532
12	The Hidden Costs and Returns of Incentives—Trust and Trustworthiness among Ceos. Journal of the European Economic Association, 2004, 2, 743-771.	1.9	467
13	The behavioralist as tax collector: Using natural field experiments to enhance tax compliance. Journal of Public Economics, 2017, 148, 14-31.	2.2	432
14	Does Price Matter in Charitable Giving? Evidence from a Large-Scale Natural Field Experiment. American Economic Review, 2007, 97, 1774-1793.	4.0	421
15	Field experiments in economics: The past, the present, and the future. European Economic Review, 2009, 53, 1-18.	1.2	417
16	Gender differences in revealed risk taking: evidence from mutual fund investors. Economics Letters, 2002, 76, 151-158.	0.9	414
17	The Effects of Environmental Regulations on Foreign Direct Investment. Journal of Environmental Economics and Management, 2000, 40, 1-20.	2.1	384
18	The Effects of Seed Money and Refunds on Charitable Giving: Experimental Evidence from a University Capital Campaign. Journal of Political Economy, 2002, 110, 215-233.	3.3	383

#	ARTICLE	IF	CITATIONS
19	The environmental Kuznets curve: does one size fit all?. <i>Ecological Economics</i> , 1999, 31, 409-423.	2.9	367
20	Trade liberalization, corruption, and environmental policy formation: theory and evidence. <i>Journal of Environmental Economics and Management</i> , 2003, 46, 490-512.	2.1	348
21	Do Explicit Warnings Eliminate the Hypothetical Bias in Elicitation Procedures? Evidence from Field Auctions for Sports cards. <i>American Economic Review</i> , 2001, 91, 1498-1507.	4.0	341
22	Cigarette demand: a meta-analysis of elasticities. <i>Health Economics (United Kingdom)</i> , 2003, 12, 821-835.	0.8	335
23	Are CO2 Emission Levels Converging Among Industrial Countries?. <i>Environmental and Resource Economics</i> , 2003, 24, 263-271.	1.5	333
24	The Behavioralist Visits the Factory: Increasing Productivity Using Simple Framing Manipulations. <i>Management Science</i> , 2012, 58, 2151-2167.	2.4	291
25	The Environmental Kuznets Curve: Real Progress or Misspecified Models?. <i>Review of Economics and Statistics</i> , 2003, 85, 1038-1047.	2.3	285
26	Effects of Environmental Regulations on Manufacturing Plant Births: Evidence from a Propensity Score Matching Estimator. <i>Review of Economics and Statistics</i> , 2003, 85, 944-952.	2.3	283
27	Do Competitive Workplaces Deter Female Workers? A Large-Scale Natural Field Experiment on Job Entry Decisions. <i>Review of Economic Studies</i> , 2015, 82, 122-155.	2.9	268
28	The Market for Charitable Giving. <i>Journal of Economic Perspectives</i> , 2011, 25, 157-180.	2.7	254
29	Multiple hypothesis testing in experimental economics. <i>Experimental Economics</i> , 2019, 22, 773-793.	1.0	236
30	The Uncertainty Effect: When a Risky Prospect is Valued Less than its Worst Possible Outcome. <i>Quarterly Journal of Economics</i> , 2006, 121, 1283-1309.	3.8	233
31	Viewpoint: On the generalizability of lab behaviour to the field. <i>Canadian Journal of Economics</i> , 2007, 40, 347-370.	0.6	231
32	Bureaucratic corruption, environmental policy and inbound US FDI: theory and evidence. <i>Journal of Public Economics</i> , 2003, 87, 1407-1430.	2.2	229
33	Gender, Competitiveness, and Socialization at a Young Age: Evidence From a Matrilineal and a Patriarchal Society. <i>Review of Economics and Statistics</i> , 2013, 95, 1438-1443.	2.3	224
34	Why Economists Should Conduct Field Experiments and 14 Tips for Pulling One Off. <i>Journal of Economic Perspectives</i> , 2011, 25, 3-16.	2.7	218
35	Information Cascades: Evidence from a Field Experiment with Financial Market Professionals. <i>Journal of Finance</i> , 2007, 62, 151-180.	3.2	215
36	One Swallow Doesn't Make a Summer: New Evidence on Anchoring Effects. <i>American Economic Review</i> , 2014, 104, 277-290.	4.0	214

#	ARTICLE	IF	CITATIONS
37	Environmental Regulations and New Plant Location Decisions: Evidence from a Meta-Analysis. <i>Journal of Regional Science</i> , 2002, 42, 19-49.	2.1	204
38	Naturally Occurring Preferences and Exogenous Laboratory Experiments: A Case Study of Risk Aversion. <i>Econometrica</i> , 2007, 75, 433-458.	2.6	200
39	Do Women Avoid Salary Negotiations? Evidence from a Large-Scale Natural Field Experiment. <i>Management Science</i> , 2015, 61, 2016-2024.	2.4	196
40	Consumers'™ misunderstanding of health insurance. <i>Journal of Health Economics</i> , 2013, 32, 850-862.	1.3	195
41	A random nth-price auction. <i>Journal of Economic Behavior and Organization</i> , 2001, 46, 409-421.	1.0	193
42	Voting to Tell Others. <i>Review of Economic Studies</i> , 2017, 84, 143-181.	2.9	191
43	<i>Homo economicus</i> Evolves. <i>Science</i> , 2008, 319, 909-910.	6.0	188
44	Demand Reduction in Multiunit Auctions: Evidence from a SportsCard Field Experiment. <i>American Economic Review</i> , 2000, 90, 961-972.	4.0	184
45	Was There Really a Hawthorne Effect at the Hawthorne Plant? An Analysis of the Original Illumination Experiments. <i>American Economic Journal: Applied Economics</i> , 2011, 3, 224-238.	1.5	183
46	So you want to run an experiment, now what? Some simple rules of thumb for optimal experimental design. <i>Experimental Economics</i> , 2011, 14, 439-457.	1.0	174
47	Stakes Matter in Ultimatum Games. <i>American Economic Review</i> , 2011, 101, 3427-3439.	4.0	173
48	How Elections Matter: Theory and Evidence from Environmental Policy*. <i>Quarterly Journal of Economics</i> , 2006, 121, 1249-1281.	3.8	165
49	The Behavioralist Goes to School: Leveraging Behavioral Economics to Improve Educational Performance. <i>American Economic Journal: Economic Policy</i> , 2016, 8, 183-219.	1.5	164
50	The effect of varying the causes of environmental problems on stated WTP values: evidence from a field study. <i>Journal of Environmental Economics and Management</i> , 2005, 49, 330-342.	2.1	159
51	Young, Selfish and Male: Field Evidence of Social Preferences. <i>Economic Journal</i> , 2004, 114, 121-149.	1.9	155
52	Toward an Understanding of Learning by Doing: Evidence from an Automobile Assembly Plant. <i>Journal of Political Economy</i> , 2013, 121, 643-681.	3.3	153
53	Calibration of the difference between actual and hypothetical valuations in a field experiment. <i>Journal of Economic Behavior and Organization</i> , 1998, 37, 193-205.	1.0	152
54	Preference Reversals of a Different Kind: The "More Is Less" Phenomenon. <i>American Economic Review</i> , 2002, 92, 1636-1643.	4.0	146

#	ARTICLE	IF	CITATIONS
55	Examining the Role of Social Isolation on Stated Preferences. <i>American Economic Review</i> , 2004, 94, 741-752.	4.0	145
56	Consequentiality: A Theoretical and Experimental Exploration of a Single Binary Choice. <i>Journal of the Association of Environmental and Resource Economists</i> , 2014, 1, 171-207.	1.0	133
57	Auction mechanisms and the measurement of WTP and WTA. <i>Resources and Energy Economics</i> , 2001, 23, 97-109.	1.1	131
58	Non-renewable resource prices: Deterministic or stochastic trends?. <i>Journal of Environmental Economics and Management</i> , 2006, 51, 354-370.	2.1	123
59	Is a Donor in Hand Better than Two in the Bush? Evidence from a Natural Field Experiment. <i>American Economic Review</i> , 2010, 100, 958-983.	4.0	119
60	Price Information and Bidding Behavior in Repeated Second-Price Auctions. <i>American Journal of Agricultural Economics</i> , 1999, 81, 942-949.	2.4	118
61	Regulatory Federalism and Environmental Protection in the United States. <i>Journal of Regional Science</i> , 2000, 40, 453-471.	2.1	118
62	Matching and challenge gifts to charity: evidence from laboratory and natural field experiments. <i>Experimental Economics</i> , 2008, 11, 253-267.	1.0	118
63	Checkmate: Exploring Backward Induction among Chess Players. <i>American Economic Review</i> , 2011, 101, 975-990.	4.0	116
64	The behavioralist as nutritionist: Leveraging behavioral economics to improve child food choice and consumption. <i>Journal of Health Economics</i> , 2015, 39, 135-146.	1.3	109
65	Using <i>Ex Ante</i> Approaches to Obtain Credible Signals for Value in Contingent Markets: Evidence from the Field. <i>American Journal of Agricultural Economics</i> , 2007, 89, 420-429.	2.4	106
66	Does Market Experience Eliminate Market Anomalies? The Case of Exogenous Market Experience. <i>American Economic Review</i> , 2011, 101, 313-317.	4.0	103
67	Have Air Pollutant Emissions Converged among U. S. Regions? Evidence from Unit Root Tests. <i>Southern Economic Journal</i> , 1999, 66, 144.	1.3	102
68	US county-level determinants of inbound FDI: evidence from a two-step modified count data model. <i>International Journal of Industrial Organization</i> , 2001, 19, 953-973.	0.6	101
69	Small matches and charitable giving: Evidence from a natural field experiment. <i>Journal of Public Economics</i> , 2011, 95, 344-350.	2.2	100
70	Effects of environmental regulation on foreign and domestic plant births: is there a home field advantage?. <i>Journal of Urban Economics</i> , 2004, 56, 303-326.	2.4	98
71	Nurture affects gender differences in spatial abilities. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2011, 108, 14786-14788.	3.3	97
72	Putting a value on injuries to natural assets: The BP oil spill. <i>Science</i> , 2017, 356, 253-254.	6.0	96

#	ARTICLE	IF	CITATIONS
73	USING LOTTERIES TO FINANCE PUBLIC GOODS: THEORY AND EXPERIMENTAL EVIDENCE. <i>International Economic Review</i> , 2007, 48, 901-927.	0.6	84
74	The Gender Earnings Gap in the Gig Economy: Evidence from over a Million Rideshare Drivers. <i>Review of Economic Studies</i> , 2021, 88, 2210-2238.	2.9	84
75	The Case of the Missing Pollution Haven Hypothesis. <i>Journal of Regulatory Economics</i> , 2004, 26, 239-262.	0.8	82
76	Examining the role of fairness in high stakes allocation decisions. <i>Journal of Economic Behavior and Organization</i> , 2008, 65, 1-8.	1.0	77
77	IS THE ENDOWMENT EFFECT AN EXPECTATIONS EFFECT?. <i>Journal of the European Economic Association</i> , 2014, 12, 1396-1422.	1.9	77
78	What Can We Learn from Experiments? Understanding the Threats to the Scalability of Experimental Results. <i>American Economic Review</i> , 2017, 107, 282-286.	4.0	77
79	Have Air Pollutant Emissions Converged Among U.S. Regions? Evidence from Unit Root Tests. <i>Southern Economic Journal</i> , 1999, 66, 144-155.	1.3	77
80	Social Preferences: Some Thoughts from the Field. <i>Annual Review of Economics</i> , 2009, 1, 563-579.	2.4	76
81	Dishonesty: From parents to children. <i>European Economic Review</i> , 2016, 82, 242-254.	1.2	76
82	Field Experiments in Labor Economics. <i>Handbook of Labour Economics</i> , 2011, , 103-228.	1.8	75
83	Rise and fall of competitiveness in individualistic and collectivistic societies. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2013, 110, 9305-9308.	3.3	75
84	Calibration of Willingness-to-Accept. <i>Journal of Environmental Economics and Management</i> , 2002, 43, 219-233.	2.1	74
85	Title is missing!. <i>Experimental Economics</i> , 2000, 3, 11-29.	1.0	70
86	Aggregation bias in the economic model of crime. <i>Economics Letters</i> , 2002, 75, 81-86.	0.9	70
87	Toward an understanding of why suggestions work in charitable fundraising: Theory and evidence from a natural field experiment. <i>Journal of Public Economics</i> , 2014, 114, 1-13.	2.2	68
88	The Kuznets Curve: What Happens After the Inverted-U?. <i>Review of Development Economics</i> , 1999, 3, 200-206.	1.0	67
89	The Impact of Management Practices on Employee Productivity: A Field Experiment with Airline Captains. <i>Journal of Political Economy</i> , 2020, 128, 1195-1233.	3.3	67
90	Friend or Foe? A Natural Experiment of the Prisoner's Dilemma. <i>Review of Economics and Statistics</i> , 2006, 88, 463-471.	2.3	66

#	ARTICLE	IF	CITATIONS
91	The Effect of Early-Childhood Education on Social Preferences. <i>Journal of Political Economy</i> , 2020, 128, 2739-2758.	3.3	65
92	The role of social connections in charitable fundraising: Evidence from a natural field experiment. <i>Journal of Economic Behavior and Organization</i> , 2009, 69, 160-169.	1.0	64
93	What Happens in the Field Stays in the Field: Exploring Whether Professionals Play Minimax in Laboratory Experiments. <i>Econometrica</i> , 2010, 78, 1413-1434.	2.6	64
94	Testing for crowd out in social nudges: Evidence from a natural field experiment in the market for electricity. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2019, 116, 5293-5298.	3.3	63
95	Ode to the Sea: Workplace Organizations and Norms of Cooperation. <i>Economic Journal</i> , 2016, 126, 1856-1883.	1.9	62
96	Preference Learning in Consecutive Experimental Auctions. <i>American Journal of Agricultural Economics</i> , 2000, 82, 1016-1021.	2.4	61
97	A simple test of expected utility theory using professional traders. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2005, 102, 945-948.	3.3	61
98	Do Women Supply More Public Goods than Men? Preliminary Experimental Evidence from Matrilineal and Patriarchal Societies. <i>American Economic Review</i> , 2008, 98, 376-381.	4.0	61
99	Principles of (Behavioral) Economics. <i>American Economic Review</i> , 2015, 105, 385-390.	4.0	61
100	When Corporate Social Responsibility Backfires: Evidence from a Natural Field Experiment. <i>Management Science</i> , 2021, 67, 8-21.	2.4	60
101	Using Field Experiments in Accounting and Finance. <i>Journal of Accounting Research</i> , 2016, 54, 437-475.	2.5	59
102	Exploring whether behavior in context-free experiments is predictive of behavior in the field: Evidence from lab and field experiments in rural Sierra Leone. <i>Economics Letters</i> , 2012, 114, 308-311.	0.9	58
103	The Importance of Being Marginal: Gender Differences in Generosity. <i>American Economic Review</i> , 2013, 103, 586-590.	4.0	58
104	Scaling for Economists: Lessons from the Non-Adherence Problem in the Medical Literature. <i>Journal of Economic Perspectives</i> , 2017, 31, 125-144.	2.7	55
105	To Replicate or Not to Replicate? Exploring Reproducibility in Economics through the Lens of a Model and a Pilot Study. <i>Economic Journal</i> , 2017, 127, F209-F235.	1.9	54
106	Shadow prices, environmental stringency, and international competitiveness. <i>European Economic Review</i> , 2006, 50, 1151-1167.	1.2	53
107	REGULATORY FEDERALISM AND THE DISTRIBUTION OF AIR POLLUTANT EMISSIONS. <i>Journal of Regional Science</i> , 2007, 47, 155-178.	2.1	53
108	The Curious Relation between Theory of Mind and Sharing in Preschool Age Children. <i>PLoS ONE</i> , 2015, 10, e0117947.	1.1	53

#	ARTICLE	IF	CITATIONS
109	Chasing the smokestack: strategic policymaking with multiple instruments. <i>Regional Science and Urban Economics</i> , 2004, 34, 387-410.	1.4	52
110	Gender, age, and competition: A disappearing gap?. <i>Journal of Economic Behavior and Organization</i> , 2018, 150, 256-276.	1.0	52
111	DEMAND REDUCTION IN MULTI-UNIT AUCTIONS WITH VARYING NUMBERS OF BIDDERS: THEORY AND EVIDENCE FROM A FIELD EXPERIMENT*. <i>International Economic Review</i> , 2006, 47, 203-231.	0.6	51
112	Using Choice Experiments to Value Non-Market Goods and Services: Evidence from Field Experiments. <i>B E Journal of Economic Analysis and Policy</i> , 2007, 6, .	0.5	51
113	Risk preferences of children and adolescents in relation to gender, cognitive skills, soft skills, and executive functions. <i>Journal of Economic Behavior and Organization</i> , 2020, 179, 729-742.	1.0	51
114	The Dozen Things Experimental Economists Should Do (More of). <i>Southern Economic Journal</i> , 2019, 86, 371-432.	1.3	50
115	Demand Reduction in Multi-Unit Auctions: Evidence from a SportsCard Field Experiment: Reply. <i>American Economic Review</i> , 2005, 95, 472-476.	4.0	48
116	BIDDING BEHAVIOR AND DECISION COSTS IN FIELD EXPERIMENTS. <i>Economic Inquiry</i> , 2002, 40, 611-619.	1.0	45
117	Field Experiments: A Bridge between Lab and Naturally Occurring Data. <i>B E Journal of Economic Analysis and Policy</i> , 2007, 6, .	0.5	45
118	Rebate rules in threshold public good provision. <i>Journal of Public Economics</i> , 2009, 93, 798-806.	2.2	45
119	WTO must ban harmful fisheries subsidies. <i>Science</i> , 2021, 374, 544-544.	6.0	45
120	Naturally Occurring Markets and Exogenous Laboratory Experiments: A Case Study of The Winner's Curse. <i>Economic Journal</i> , 2008, 118, 822-843.	1.9	44
121	The impact of challenge gifts on charitable giving: an experimental investigation. <i>Economics Letters</i> , 2003, 79, 153-159.	0.9	43
122	Laboratory Testbeds and Non-Market Valuation: The Case of Bidding Behavior in a Second-Price Auction with an Outside Option. <i>Environmental and Resource Economics</i> , 2004, 29, 285-294.	1.5	42
123	Equalizing Superstars: The Internet and the Democratization of Education. <i>American Economic Review</i> , 2014, 104, 523-527.	4.0	42
124	Exploring the Impact of Financial Incentives on Stereotype Threat: Evidence from a Pilot Study. <i>American Economic Review</i> , 2008, 98, 370-375.	4.0	41
125	Predicting and Preventing Shootings among At-Risk Youth. <i>American Economic Review</i> , 2011, 101, 288-292.	4.0	40
126	The Use of Field Experiments in Environmental and Resource Economics. <i>Review of Environmental Economics and Policy</i> , 2016, 10, 206-225.	3.1	39

#	ARTICLE	IF	CITATIONS
127	Learned generosity? An artefactual field experiment with parents and their children. <i>Journal of Economic Behavior and Organization</i> , 2017, 143, 28-44.	1.0	38
128	Measuring the effects of air quality regulations on "dirty" firm births: Evidence from the neo- and mature-regulatory periods. <i>Papers in Regional Science</i> , 2000, 79, 177-190.	1.0	37
129	Examining Trends of Criteria Air Pollutants: Are the Effects of Governmental Intervention Transitory?. <i>Environmental and Resource Economics</i> , 2004, 29, 21-37.	1.5	36
130	Measuring Success in Education: The Role of Effort on the Test Itself. <i>American Economic Review Insights</i> , 2019, 1, 291-308.	1.6	36
131	Digging into Background Risk: Experiments with Farmers and Students. <i>American Journal of Agricultural Economics</i> , 2012, 94, 457-463.	2.4	34
132	Learning to accept in ultimatum games: Evidence from an experimental design that generates low offers. <i>Experimental Economics</i> , 2000, 3, 11-29.	1.0	34
133	Using Random nth Price Auctions to Value Non-Market Goods and Services. <i>Journal of Regulatory Economics</i> , 2003, 23, 193-205.	0.8	33
134	Charitable donations are more responsive to stock market booms than busts. <i>Economics Letters</i> , 2011, 110, 166-169.	0.9	32
135	Framing manipulations in contests: A natural field experiment. <i>Journal of Economic Behavior and Organization</i> , 2015, 118, 372-382.	1.0	32
136	FIELD EXPERIMENTS ON THE ANCHORING OF ECONOMIC VALUATIONS. <i>Economic Inquiry</i> , 2015, 53, 1522-1538.	1.0	32
137	Introduction to field experiments in economics with Applications to the economics of charity. <i>Experimental Economics</i> , 2008, 11, 203-212.	1.0	31
138	An introduction to field experiments in economics. <i>Journal of Economic Behavior and Organization</i> , 2009, 70, 439-442.	1.0	31
139	Investigating Risky Choices Over Losses Using Experimental Data. <i>Journal of Risk and Uncertainty</i> , 2005, 31, 187-215.	0.8	30
140	On the cultural basis of gender differences in negotiation. <i>Experimental Economics</i> , 2018, 21, 757-778.	1.0	30
141	Equity Aversion: Social Norms and the Desire to be Ahead. <i>American Economic Journal: Microeconomics</i> , 2012, 4, 131-144.	0.7	29
142	Exploring the origins of charitable acts: Evidence from an artefactual field experiment with young children. <i>Economics Letters</i> , 2013, 118, 431-434.	0.9	29
143	Do Natural Field Experiments Afford Researchers More or Less Control than Laboratory Experiments?. <i>American Economic Review</i> , 2015, 105, 462-466.	4.0	29
144	Valuation on the Frontier: Calibrating Actual and Hypothetical Statements of Value. <i>American Journal of Agricultural Economics</i> , 2004, 86, 213-221.	2.4	28

#	ARTICLE	IF	CITATIONS
145	The test of retest reliability of the latent construct of executive function depends on whether tasks are represented as formative or reflective indicators. <i>Child Neuropsychology</i> , 2017, 23, 1-16.	0.8	27
146	A Natural Experiment on the 'Race to the Bottom' Hypothesis: Testing for Stochastic Dominance in Temporal Pollution Trends*. <i>Oxford Bulletin of Economics and Statistics</i> , 2003, 65, 395-420.	0.9	26
147	<i>Homo experimentalis</i> Evolves. <i>Science</i> , 2008, 321, 207-208.	6.0	26
148	Carrots That Look Like Sticks: Toward an Understanding of Multitasking Incentive Schemes. <i>Southern Economic Journal</i> , 2015, 81, 538-561.	1.3	25
149	The Market: Catalyst for Rationality and Filter of Irrationality. <i>B E Journal of Economic Analysis and Policy</i> , 2008, 8, .	0.5	24
150	Empirical implementation of nonparametric first-price auction models. <i>Journal of Econometrics</i> , 2012, 168, 17-28.	3.5	24
151	Trading experience modulates anterior insula to reduce the endowment effect. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2016, 113, 9238-9243.	3.3	24
152	Investment Under Uncertainty: Testing the Options Model with Professional Traders. <i>Review of Economics and Statistics</i> , 2010, 92, 974-984.	2.3	23
153	Are CEOs expected utility maximizers?. <i>Journal of Econometrics</i> , 2011, 162, 114-123.	3.5	23
154	Using Artefactual Field Experiments to Learn about the Incentives for Sustainable Forest Use in Developing Economies. <i>American Economic Review</i> , 2011, 101, 329-333.	4.0	23
155	How can Bill and Melinda Gates increase other people's donations to fund public goods?. <i>Journal of Public Economics</i> , 2020, 191, 104296.	2.2	23
156	Market Design, Human Behavior, and Management. <i>Management Science</i> , 2021, 67, 5317-5348.	2.4	23
157	On the Generalizability of Experimental Results in Economics. , 2015, , 420-462.		23
158	Substitutability, experience, and the value disparity: evidence from the marketplace. <i>Journal of Environmental Economics and Management</i> , 2004, 47, 486-509.	2.1	22
159	Can Field Experiments Return Agricultural Economics to the Glory Days?. <i>American Journal of Agricultural Economics</i> , 2009, 91, 1259-1265.	2.4	22
160	Hypothetical actual bid calibration of a multigood auction. <i>Economics Letters</i> , 1998, 60, 263-268.	0.9	20
161	The Unintended Disincentive in the Clean Air Act. <i>BE Journal of Economic Analysis and Policy</i> , 2004, 3, .	0.7	20
162	Combining behavioral economics and field experiments to reimagine early childhood education. <i>Behavioural Public Policy</i> , 2018, 2, 1-21.	1.6	20

#	ARTICLE	IF	CITATIONS
163	Toward an understanding of the development of time preferences: Evidence from field experiments. <i>Journal of Public Economics</i> , 2019, 177, 104039.	2.2	20
164	How can experiments play a greater role in public policy? Twelve proposals from an economic model of scaling. <i>Behavioural Public Policy</i> , 2021, 5, 2-49.	1.6	20
165	Shifting parental beliefs about child development to foster parental investments and improve school readiness outcomes. <i>Nature Communications</i> , 2021, 12, 5765.	5.8	20
166	“Beggar thy Neighbor”: Testing for Free Riding in State-Level Endangered Species Expenditures. <i>Public Choice</i> , 2002, 111, 303-315.	1.0	19
167	A fundraising mechanism inspired by historical tontines: Theory and experimental evidence. <i>Journal of Public Economics</i> , 2007, 91, 1750-1782.	2.2	19
168	Auctions with resale when private values are uncertain: Evidence from the lab and field. <i>International Journal of Industrial Organization</i> , 2011, 29, 54-64.	0.6	19
169	Quantity discounts on a virtual good: The results of a massive pricing experiment at King Digital Entertainment. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2016, 113, 7323-7328.	3.3	19
170	TESTING THE THEORY OF MULTITASKING: EVIDENCE FROM A NATURAL FIELD EXPERIMENT IN CHINESE FACTORIES. <i>International Economic Review</i> , 2018, 59, 511-536.	0.6	19
171	Nonlinear partial differential equations and applications: Testing neoclassical competitive market theory in the field. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2002, 99, 15827-15830.	3.3	18
172	Intellectual Property Rights, Environmental Regulations, and Foreign Direct Investment. <i>Land Economics</i> , 2004, 80, 153.	0.5	18
173	Scientific Numerology, Preference Anomalies, and Environmental Policymaking. <i>Environmental and Resource Economics</i> , 2005, 32, 35-53.	1.5	18
174	How to Make Experimental Economics Research More Reproducible: Lessons from Other Disciplines and a New Proposal. <i>Research in Experimental Economics</i> , 2015, , 215-230.	0.2	18
175	Theory of mind among disadvantaged children: Evidence from a field experiment. <i>Journal of Economic Behavior and Organization</i> , 2019, 166, 174-194.	1.0	18
176	FIELD EXPERIMENTS IN ECONOMICS: AN INTRODUCTION. <i>Research in Experimental Economics</i> , 0, , 1-15.	0.2	17
177	THAT’S NEWS TO ME! INFORMATION REVELATION IN PROFESSIONAL CERTIFICATION MARKETS. <i>Economic Inquiry</i> , 2010, 48, 104-122.	1.0	17
178	Do financial incentives crowd out intrinsic motivation to perform on standardized tests?. <i>Economics of Education Review</i> , 2018, 66, 125-136.	0.7	16
179	2017 KLEIN LECTURE: THE SCIENCE OF USING SCIENCE: TOWARD AN UNDERSTANDING OF THE THREATS TO SCALABILITY. <i>International Economic Review</i> , 2020, 61, 1387-1409.	0.6	16
180	Spatial aspects of pollution control when pollutants have synergistic effects: Evidence from a differential game with asymmetric information. <i>Annals of Regional Science</i> , 1999, 33, 439-452.	1.0	15

#	ARTICLE	IF	CITATIONS
181	Supply and Demand for Discrimination: Strategic Revelation of Own Characteristics in a Trust Game. American Economic Review, 2016, 106, 319-323.	4.0	15
182	Chief for a Day: Elite Capture and Management Performance in a Field Experiment in Sierra Leone. Management Science, 2018, 64, 5855-5876.	2.4	15
183	Are Estimates of Early Education Programs Too Pessimistic? Evidence from a Large-Scale Field Experiment that Causally Measures Neighbor Effects. SSRN Electronic Journal, 0, , .	0.4	15
184	Discrimination among pre-school children: Field experimental evidence. Economics Letters, 2017, 157, 159-162.	0.9	14
185	Evidence of Early Withdrawal in Time Deposit Portfolios. Journal of Financial Services Research, 1999, 15, 103-122.	0.6	13
186	A DYNAMIC EXPLANATION OF THE WILLINGNESS TO PAY AND WILLINGNESS TO ACCEPT DISPARITY. Economic Inquiry, 2013, 51, 909-921.	1.0	13
187	Toward an Understanding of the Welfare Effects of Nudges: Evidence from a Field Experiment in the Workplace. Economic Journal, 2020, 130, 2329-2353.	1.9	13
188	Economic Valuation of Health for Environmental Policy: Comparing Alternative Approaches. Introduction and Overview. Environmental and Resource Economics, 2006, 34, 339-346.	1.5	11
189	Battle of the Sexes: How Sex Ratios Affect Female Bargaining Power. Economic Development and Cultural Change, 2015, 64, 143-161.	0.8	11
190	A Field Experiment on the Impact of Incentives on Milk Choice in the Lunchroom. Public Finance Review, 2017, 45, 44-67.	0.2	11
191	From personalized exchange towards anonymous trade: A field experiment on the workings of the invisible hand. Journal of Economic Behavior and Organization, 2017, 133, 313-330.	1.0	11
192	On the Role of Group Size in Tournaments: Theory and Evidence from Laboratory and Field Experiments. Management Science, 2020, 66, 4359-4377.	2.4	11
193	Determinants of securing academic interviews after tenure denial: evidence from a zero-inflated Poisson model. Applied Economics, 2001, 33, 1423-1431.	1.2	10
194	Is foreign direct investment attracted to 'knowledge creators'?. Applied Economics, 2004, 36, 1143-1149.	1.2	10
195	The multiplier effect of globalization. Economics Letters, 2004, 83, 285-292.	0.9	10
196	Interview Scheduling Strategies of New Ph.D. Economists. Journal of Economic Education, 2000, 31, 191-201.	0.8	9
197	Using Hicksian Surplus Measures to Examine Consistency of Individual Preferences: Evidence from a Field Experiment. Scandinavian Journal of Economics, 2006, 108, 115-134.	0.7	9
198	Field Experiments on Anchoring of Economic Valuations. SSRN Electronic Journal, 2010, , .	0.4	9

#	ARTICLE	IF	CITATIONS
199	The Effects of Environmental Regulation on the Competitiveness of U.S. Manufacturing. SSRN Electronic Journal, 0, , .	0.4	9
200	The Effects of Environmental Regulation on the Competitiveness of U.S. Manufacturing. SSRN Electronic Journal, 0, , .	0.4	9
201	How natural field experiments have enhanced our understanding of unemployment. Nature Human Behaviour, 2019, 3, 33-39.	6.2	9
202	Why Economists Should Conduct Field Experiments and 14 Tips for Pulling One Off. SSRN Electronic Journal, 0, , .	0.4	7
203	Incentives to Eat Healthy: Evidence from a Grocery Store Field Experiment. SSRN Electronic Journal, 0, , .	0.4	7
204	Behavior in Strategic Settings: Evidence from a Million Rock-Paper-Scissors Games. Games, 2019, 10, 18.	0.4	7
205	An experimental test of fundraising appeals targeting donor and recipient benefits. Nature Human Behaviour, 2021, 5, 1339-1348.	6.2	7
206	Toward An Understanding of the Economics of Apologies: Evidence from a Large-Scale Natural Field Experiment. Economic Journal, 2022, 132, 273-298.	1.9	7
207	Field Experiments. SSRN Electronic Journal, 2004, , .	0.4	6
208	Mental attributes and temporal brain dynamics during bargaining: EEG source localization and neuroinformatic mapping. Social Neuroscience, 2012, 7, 159-177.	0.7	6
209	The Behavioralist Goes to School: Leveraging Behavioral Economics to Improve Educational Performance. SSRN Electronic Journal, 0, , .	0.4	6
210	Contingent valuation: Flawed logic?â€”Response. Science, 2017, 357, 363-364.	6.0	6
211	Got Milk? Using Nudges to Reduce Consumption of Added Sugar. American Journal of Agricultural Economics, 2020, 102, 154-168.	2.4	6
212	Using Field Experiments to Change the Template of How We Teach Economics. Journal of Economic Education, 2014, 45, 81-89.	0.8	5
213	Cyclicity and the Labor Market for Economists. Southern Economic Journal, 2005, 72, 284.	1.3	4
214	Markets for replication. Proceedings of the National Academy of Sciences of the United States of America, 2015, 112, 15267-15268.	3.3	4
215	The effects of group composition in a strategic environment: Evidence from a field experiment. European Economic Review, 2016, 90, 67-85.	1.2	4
216	Fundraising design: key issues, unifying framework, and open puzzles. Marketing Letters, 2020, 31, 371-380.	1.9	4

#	ARTICLE	IF	CITATIONS
217	Incentive spillovers in the workplace: Evidence from two field experiments. <i>Journal of Economic Behavior and Organization</i> , 2021, 184, 137-149.	1.0	4
218	Field Experiments. , 2008, , 1-5.		4
219	A Field Experiment on the Impact of Incentives on Milk Choice in the Lunchroom. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
220	The Role of Open Science Practices in Scaling Evidence-Based Prevention Programs. <i>Prevention Science</i> , 2021, , 1.	1.5	4
221	Average Derivative Estimation of Hedonic Price Models. <i>Environmental and Resource Economics</i> , 2000, 16, 81-91.	1.5	3
222	Do financial incentives aimed at decreasing interhousehold inequality increase intrahousehold inequality?. <i>Journal of Public Economics</i> , 2021, 196, 104382.	2.2	3
223	How Field Experiments in Economics Can Complement Psychological Research on Judgment Biases. <i>Current Directions in Psychological Science</i> , 0, , 096372142110336.	2.8	3
224	How Can Experiments Play a Greater Role in Public Policy? 12 Proposals from an Economic Model of Scaling. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3
225	Cyclicity and the Labor Market for Economists. <i>Southern Economic Journal</i> , 2005, 72, 284-304.	1.3	3
226	That's News to Me! Information Revelation in Professional Certification Markets. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3
227	Do causes of environmental problems affect Hicksian equivalent surplus? Evidence from the field. <i>Economics Letters</i> , 2004, 85, 157-162.	0.9	2
228	Introduction to Charitable Giving and Fundraising Special issue. <i>Journal of Public Economics</i> , 2011, 95, 333.	2.2	2
229	Is the Endowment Effect an Expectations Effect?. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
230	Experimental Economics in the <i>Journal of Political Economy</i> . <i>Journal of Political Economy</i> , 2017, 125, 1925-1930.	3.3	2
231	The Science of Using Science: Towards an Understanding of the Threats to Scaling Experiments. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
232	Is There a 'Hidden Cost' of Control in Naturally-Occurring Markets? Evidence from a Natural Field Experiment. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
233	Enhancing critical thinking skill formation: Getting fast thinkers to slow down. <i>Journal of Economic Education</i> , 2022, 53, 100-108.	0.8	2
234	Incentives to Eat Healthily: Evidence from a Grocery Store Field Experiment. <i>Economica</i> , 2022, 89, 489-509.	0.9	2

#	ARTICLE	IF	CITATIONS
235	The Optimal Design of Charitable Lotteries: Theory and Experimental Evidence. <i>Research in Experimental Economics</i> , 0, , 93-119.	0.2	1
236	The IRB Is Key. <i>Science</i> , 2009, 323, 713-714.	6.0	1
237	Guest Editorsâ€™ Preface to the Special Symposium on Field Experiments. <i>Scandinavian Journal of Economics</i> , 2013, 115, 1-2.	0.7	1
238	Learned Generosity? A Field Experiment with Parents and Their Children. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
239	Leveraging upfront payments to curb employee misbehavior: Evidence from a natural field experiment. <i>European Economic Review</i> , 2020, 130, 103601.	1.2	1
240	How Experiments with Children Inform Economics. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
241	How Do Informational Prompts Affect Choices in the School Lunchroom?. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
242	A New Mechanism to Alleviate the Crises of Confidence in Science - With An Application to the Public Goods Game. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
243	The \$100 Million Nudge: Increasing Tax Compliance of Businesses and the Self-Employed Using a Natural Field Experiment. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
244	Editorial Statement: Behavioral Economics. <i>Management Science</i> , 2011, 57, iv-iv.	2.4	0
245	How Can Bill and Melinda Gates Increase Other Peopleâ€™s Donations to Fund Public Goods?. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
246	On the Origins of Dishonesty: From Parents to Children. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
247	Using Field Experiments in Accounting and Finance. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
248	How Can Bill and Melinda Gates Increase Other People's Donations to Fund Public Goods?. <i>SSRN Electronic Journal</i> , 2018, , .	0.4	0
249	The Dozen Things Experimental Economists Should Do (More Of). <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
250	A rejoinder: â€˜How can experiments play a greater role in public policy? Twelve proposals from an economic model of scalingâ€™. <i>Behavioural Public Policy</i> , 2021, 5, 125-134.	1.6	0
251	Do Financial Incentives Aimed at Decreasing Interhousehold Inequality Increase Intrahousehold Inequality?. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
252	Experimental tests of the endowment effect and the Coase theorem (by Daniel Kahneman, Jack L.) Tj ETQq0 0 0 rgBT /Overlock 10 Tf 50		

#	ARTICLE	IF	CITATIONS
253	Field Experiments. , 2010, , 53-58.		0
254	field experiments. , 2010, , 151-156.		0
255	Field Experiments. , 2018, , 4569-4574.		0
256	Do Appeals to Donor Benefits Raise More Money than Appeals to Recipient Benefits? Evidence from a Natural Field Experiment with Pick.Click.Give.. SSRN Electronic Journal, 0, , .	0.4	0
257	The Drivers of Social Preferences: Evidence from a Nationwide Tipping Field Experiment. SSRN Electronic Journal, 0, , .	0.4	0
258	Design and Analysis of Cluster-Randomized Field Experiments in Panel Data Settings. SSRN Electronic Journal, 0, , .	0.4	0
259	Productivity Versus Motivation in Adolescent Human Capital Production: Evidence from a Structurally-Motivated Field Experiment. SSRN Electronic Journal, 0, , .	0.4	0
260	The Value of Time in the United States: Estimates from Nationwide Natural Field Experiments. SSRN Electronic Journal, 0, , .	0.4	0
261	The Social Side of Early Human Capital Formation: Using a Field Experiment to Estimate the Causal Impact of Neighborhoods. SSRN Electronic Journal, 0, , .	0.4	0
262	Reservation Wages and Workersâ€™ Valuation of Job Flexibility: Evidence from a Natural Field Experiment. SSRN Electronic Journal, 0, , .	0.4	0
263	Introducing CogX: A New Preschool Education Program Combining Parent and Child Interventions. SSRN Electronic Journal, 0, , .	0.4	0
264	The \$100 Million Nudge: Increasing Tax Compliance of Firms Using a Natural Field Experiment. SSRN Electronic Journal, 0, , .	0.4	0
265	Behavioural Economics and the Valuation of Non-marketed Goods and Services: The Lab, the Behavioral Anomalies and the Policymaker. , 2006, , .		0