

John A List

List of Publications by Year
in descending order

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Version: 2024-02-01

266
papers

31,396
citations

9786

73
h-index

7348

152
g-index

365
all docs

365
docs citations

365
times ranked

16194
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.	5.9	2,031
2	Field Experiments. Journal of Economic Literature, 2004, 42, 1009-1055.	6.5	1,975
3	Redefine statistical significance. Nature Human Behaviour, 2018, 2, 6-10.	12.0	1,763
4	Does Market Experience Eliminate Market Anomalies?. Quarterly Journal of Economics, 2003, 118, 41-71.	8.6	962
5	Testing for Altruism and Social Pressure in Charitable Giving. Quarterly Journal of Economics, 2012, 127, 1-56.	8.6	784
6	What Experimental Protocol Influence Disparities Between Actual and Hypothetical Stated Values?. Environmental and Resource Economics, 2001, 20, 241-254.	3.2	706
7	On the Interpretation of Giving in Dictator Games. Journal of Political Economy, 2007, 115, 482-493.	4.5	687
8	Gender Differences in Competition: Evidence\ From a Matrilineal and a Patriarchal Society. Econometrica, 2009, 77, 1637-1664.	4.2	683
9	Neoclassical Theory Versus Prospect Theory: Evidence from the Marketplace. Econometrica, 2004, 72, 615-625.	4.2	605
10	Do Professional Traders Exhibit Myopic Loss Aversion? An Experimental Analysis. Journal of Finance, 2005, 60, 523-534.	5.1	549
11	Putting Behavioral Economics to Work: Testing for Gift Exchange in Labor Markets Using Field Experiments. Econometrica, 2006, 74, 1365-1384.	4.2	532
12	The Hidden Costs and Returns of Incentivesâ€”Trust and Trustworthiness among Ceos. Journal of the European Economic Association, 2004, 2, 743-771.	3.5	467
13	The behavioralist as tax collector: Using natural field experiments to enhance tax compliance. Journal of Public Economics, 2017, 148, 14-31.	4.3	432
14	Does Price Matter in Charitable Giving? Evidence from a Large-Scale Natural Field Experiment. American Economic Review, 2007, 97, 1774-1793.	8.5	421
15	Field experiments in economics: The past, the present, and the future. European Economic Review, 2009, 53, 1-18.	2.3	417
16	Gender differences in revealed risk taking: evidence from mutual fund investors. Economics Letters, 2002, 76, 151-158.	1.9	414
17	The Effects of Environmental Regulations on Foreign Direct Investment. Journal of Environmental Economics and Management, 2000, 40, 1-20.	4.7	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.	4.5	383

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19	The environmental Kuznets curve: does one size fit all?. Ecological Economics, 1999, 31, 409-423.	5.7	367
20	Trade liberalization, corruption, and environmental policy formation: theory and evidence. Journal of Environmental Economics and Management, 2003, 46, 490-512.	4.7	348
21	Do Explicit Warnings Eliminate the Hypothetical Bias in Elicitation Procedures? Evidence from Field Auctions for Sportscards. American Economic Review, 2001, 91, 1498-1507.	8.5	341
22	Cigarette demand: a meta-analysis of elasticities. Health Economics (United Kingdom), 2003, 12, 821-835.	1.7	335
23	Are CO2 Emission Levels Converging Among Industrial Countries?. Environmental and Resource Economics, 2003, 24, 263-271.	3.2	333
24	The Behavioralist Visits the Factory: Increasing Productivity Using Simple Framing Manipulations. Management Science, 2012, 58, 2151-2167.	4.1	291
25	The Environmental Kuznets Curve: Real Progress or Misspecified Models?. Review of Economics and Statistics, 2003, 85, 1038-1047.	4.3	285
26	Effects of Environmental Regulations on Manufacturing Plant Births: Evidence from a Propensity Score Matching Estimator. Review of Economics and Statistics, 2003, 85, 944-952.	4.3	283
27	Do Competitive Workplaces Deter Female Workers? A Large-Scale Natural Field Experiment on Job Entry Decisions. Review of Economic Studies, 2015, 82, 122-155.	5.4	268
28	The Market for Charitable Giving. Journal of Economic Perspectives, 2011, 25, 157-180.	5.9	254
29	Multiple hypothesis testing in experimental economics. Experimental Economics, 2019, 22, 773-793.	2.1	236
30	The Uncertainty Effect: When a Risky Prospect is Valued Less than its Worst Possible Outcome. Quarterly Journal of Economics, 2006, 121, 1283-1309.	8.6	233
31	Viewpoint: On the generalizability of lab behaviour to the field. Canadian Journal of Economics, 2007, 40, 347-370.	1.2	231
32	Bureaucratic corruption, environmental policy and inbound US FDI: theory and evidence. Journal of Public Economics, 2003, 87, 1407-1430.	4.3	229
33	Gender, Competitiveness, and Socialization at a Young Age: Evidence From a Matrilineal and a Patriarchal Society. Review of Economics and Statistics, 2013, 95, 1438-1443.	4.3	224
34	Why Economists Should Conduct Field Experiments and 14 Tips for Pulling One Off. Journal of Economic Perspectives, 2011, 25, 3-16.	5.9	218
35	Information Cascades: Evidence from a Field Experiment with Financial Market Professionals. Journal of Finance, 2007, 62, 151-180.	5.1	215
36	One Swallow Doesn't Make a Summer: New Evidence on Anchoring Effects. American Economic Review, 2014, 104, 277-290.	8.5	214

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37	Environmental Regulations and New Plant Location Decisions: Evidence from a Meta-Analysis. Journal of Regional Science, 2002, 42, 19-49.	3.3	204
38	Naturally Occurring Preferences and Exogenous Laboratory Experiments: A Case Study of Risk Aversion. Econometrica, 2007, 75, 433-458.	4.2	200
39	Do Women Avoid Salary Negotiations? Evidence from a Large-Scale Natural Field Experiment. Management Science, 2015, 61, 2016-2024.	4.1	196
40	Consumers' misunderstanding of health insurance. Journal of Health Economics, 2013, 32, 850-862.	2.7	195
41	A random nth-price auction. Journal of Economic Behavior and Organization, 2001, 46, 409-421.	2.0	193
42	Voting to Tell Others. Review of Economic Studies, 2017, 84, 143-181.	5.4	191
43	<i>Homo economicus</i> Evolves. Science, 2008, 319, 909-910.	12.6	188
44	Demand Reduction in Multiunit Auctions: Evidence from a Sportscard Field Experiment. American Economic Review, 2000, 90, 961-972.	8.5	184
45	Was There Really a Hawthorne Effect at the Hawthorne Plant? An Analysis of the Original Illumination Experiments. American Economic Journal: Applied Economics, 2011, 3, 224-238.	2.9	183
46	So you want to run an experiment, now what? Some simple rules of thumb for optimal experimental design. Experimental Economics, 2011, 14, 439-457.	2.1	174
47	Stakes Matter in Ultimatum Games. American Economic Review, 2011, 101, 3427-3439.	8.5	173
48	How Elections Matter: Theory and Evidence from Environmental Policy*. Quarterly Journal of Economics, 2006, 121, 1249-1281.	8.6	165
49	The Behavioralist Goes to School: Leveraging Behavioral Economics to Improve Educational Performance. American Economic Journal: Economic Policy, 2016, 8, 183-219.	3.1	164
50	The effect of varying the causes of environmental problems on stated WTP values: evidence from a field study. Journal of Environmental Economics and Management, 2005, 49, 330-342.	4.7	159
51	Young, Selfish and Male: Field Evidence of Social Preferences. Economic Journal, 2004, 114, 121-149.	3.6	155
52	Toward an Understanding of Learning by Doing: Evidence from an Automobile Assembly Plant. Journal of Political Economy, 2013, 121, 643-681.	4.5	153
53	Calibration of the difference between actual and hypothetical valuations in a field experiment. Journal of Economic Behavior and Organization, 1998, 37, 193-205.	2.0	152
54	Preference Reversals of a Different Kind: The 'More Is Less' Phenomenon. American Economic Review, 2002, 92, 1636-1643.	8.5	146

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55	Examining the Role of Social Isolation on Stated Preferences. American Economic Review, 2004, 94, 741-752.	8.5	145
56	Consequentiality: A Theoretical and Experimental Exploration of a Single Binary Choice. Journal of the Association of Environmental and Resource Economists, 2014, 1, 171-207.	1.5	133
57	Auction mechanisms and the measurement of WTP and WTA. Resources and Energy Economics, 2001, 23, 97-109.	2.5	131
58	Non-renewable resource prices: Deterministic or stochastic trends?. Journal of Environmental Economics and Management, 2006, 51, 354-370.	4.7	123
59	Is a Donor in Hand Better than Two in the Bush? Evidence from a Natural Field Experiment. American Economic Review, 2010, 100, 958-983.	8.5	119
60	Price Information and Bidding Behavior in Repeated Second-Price Auctions. American Journal of Agricultural Economics, 1999, 81, 942-949.	4.3	118
61	Regulatory Federalism and Environmental Protection in the United States. Journal of Regional Science, 2000, 40, 453-471.	3.3	118
62	Matching and challenge gifts to charity: evidence from laboratory and natural field experiments. Experimental Economics, 2008, 11, 253-267.	2.1	118
63	Checkmate: Exploring Backward Induction among Chess Players. American Economic Review, 2011, 101, 975-990.	8.5	116
64	The behavioralist as nutritionist: Leveraging behavioral economics to improve child food choice and consumption. Journal of Health Economics, 2015, 39, 135-146.	2.7	109
65	Using <i>Ex Ante</i> Approaches to Obtain Credible Signals for Value in Contingent Markets: Evidence from the Field. American Journal of Agricultural Economics, 2007, 89, 420-429.	4.3	106
66	Does Market Experience Eliminate Market Anomalies? The Case of Exogenous Market Experience. American Economic Review, 2011, 101, 313-317.	8.5	103
67	Have Air Pollutant Emissions Converged among U. S. Regions? Evidence from Unit Root Tests. Southern Economic Journal, 1999, 66, 144.	2.1	102
68	US county-level determinants of inbound FDI: evidence from a two-step modified count data model. International Journal of Industrial Organization, 2001, 19, 953-973.	1.2	101
69	Small matches and charitable giving: Evidence from a natural field experiment. Journal of Public Economics, 2011, 95, 344-350.	4.3	100
70	Effects of environmental regulation on foreign and domestic plant births: is there a home field advantage?. Journal of Urban Economics, 2004, 56, 303-326.	4.4	98
71	Nurture affects gender differences in spatial abilities. Proceedings of the National Academy of Sciences of the United States of America, 2011, 108, 14786-14788.	7.1	97
72	Putting a value on injuries to natural assets: The BP oil spill. Science, 2017, 356, 253-254.	12.6	96

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73	USING LOTTERIES TO FINANCE PUBLIC GOODS: THEORY AND EXPERIMENTAL EVIDENCE. International Economic Review, 2007, 48, 901-927.	1.3	84
74	The Gender Earnings Gap in the Gig Economy: Evidence from over a Million Rideshare Drivers. Review of Economic Studies, 2021, 88, 2210-2238.	5.4	84
75	The Case of the Missing Pollution Haven Hypothesis. Journal of Regulatory Economics, 2004, 26, 239-262.	1.4	82
76	Examining the role of fairness in high stakes allocation decisions. Journal of Economic Behavior and Organization, 2008, 65, 1-8.	2.0	77
77	IS THE ENDOWMENT EFFECT AN EXPECTATIONS EFFECT?. Journal of the European Economic Association, 2014, 12, 1396-1422.	3.5	77
78	What Can We Learn from Experiments? Understanding the Threats to the Scalability of Experimental Results. American Economic Review, 2017, 107, 282-286.	8.5	77
79	Have Air Pollutant Emissions Converged Among U.S. Regions? Evidence from Unit Root Tests. Southern Economic Journal, 1999, 66, 144-155.	2.1	77
80	Social Preferences: Some Thoughts from the Field. Annual Review of Economics, 2009, 1, 563-579.	5.5	76
81	Dishonesty: From parents to children. European Economic Review, 2016, 82, 242-254.	2.3	76
82	Field Experiments in Labor Economics. Handbook of Labour Economics, 2011, , 103-228.	1.8	75
83	Rise and fall of competitiveness in individualistic and collectivistic societies. Proceedings of the National Academy of Sciences of the United States of America, 2013, 110, 9305-9308.	7.1	75
84	Calibration of Willingness-to-Accept. Journal of Environmental Economics and Management, 2002, 43, 219-233.	4.7	74
85	Title is missing!. Experimental Economics, 2000, 3, 11-29.	2.1	70
86	Aggregation bias in the economic model of crime. Economics Letters, 2002, 75, 81-86.	1.9	70
87	Toward an understanding of why suggestions work in charitable fundraising: Theory and evidence from a natural field experiment. Journal of Public Economics, 2014, 114, 1-13.	4.3	68
88	The Kuznets Curve: What Happens After the Inverted-U?. Review of Development Economics, 1999, 3, 200-206.	1.9	67
89	The Impact of Management Practices on Employee Productivity: A Field Experiment with Airline Captains. Journal of Political Economy, 2020, 128, 1195-1233.	4.5	67
90	Friend or Foe? A Natural Experiment of the Prisoner's Dilemma. Review of Economics and Statistics, 2006, 88, 463-471.	4.3	66

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91	The Effect of Early-Childhood Education on Social Preferences. Journal of Political Economy, 2020, 128, 2739-2758.	4.5	65
92	The role of social connections in charitable fundraising: Evidence from a natural field experiment. Journal of Economic Behavior and Organization, 2009, 69, 160-169.	2.0	64
93	What Happens in the Field Stays in the Field: Exploring Whether Professionals Play Minimax in Laboratory Experiments. Econometrica, 2010, 78, 1413-1434.	4.2	64
94	Testing for crowd out in social nudges: Evidence from a natural field experiment in the market for electricity. Proceedings of the National Academy of Sciences of the United States of America, 2019, 116, 5293-5298.	7.1	63
95	Ode to the Sea: Workplace Organizations and Norms of Cooperation. Economic Journal, 2016, 126, 1856-1883.	3.6	62
96	Preference Learning in Consecutive Experimental Auctions. American Journal of Agricultural Economics, 2000, 82, 1016-1021.	4.3	61
97	A simple test of expected utility theory using professional traders. Proceedings of the National Academy of Sciences of the United States of America, 2005, 102, 945-948.	7.1	61
98	Do Women Supply More Public Goods than Men? Preliminary Experimental Evidence from Matrilineal and Patriarchal Societies. American Economic Review, 2008, 98, 376-381.	8.5	61
99	Principles of (Behavioral) Economics. American Economic Review, 2015, 105, 385-390.	8.5	61
100	When Corporate Social Responsibility Backfires: Evidence from a Natural Field Experiment. Management Science, 2021, 67, 8-21.	4.1	60
101	Using Field Experiments in Accounting and Finance. Journal of Accounting Research, 2016, 54, 437-475.	4.5	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. Economics Letters, 2012, 114, 308-311.	1.9	58
103	The Importance of Being Marginal: Gender Differences in Generosity. American Economic Review, 2013, 103, 586-590.	8.5	58
104	Scaling for Economists: Lessons from the Non-Adherence Problem in the Medical Literature. Journal of Economic Perspectives, 2017, 31, 125-144.	5.9	55
105	To Replicate or Not to Replicate? Exploring Reproducibility in Economics through the Lens of a Model and a Pilot Study. Economic Journal, 2017, 127, F209-F235.	3.6	54
106	Shadow prices, environmental stringency, and international competitiveness. European Economic Review, 2006, 50, 1151-1167.	2.3	53
107	REGULATORY FEDERALISM AND THE DISTRIBUTION OF AIR POLLUTANT EMISSIONS. Journal of Regional Science, 2007, 47, 155-178.	3.3	53
108	The Curious Relation between Theory of Mind and Sharing in Preschool Age Children. PLoS ONE, 2015, 10, e0117947.	2.5	53

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109	Chasing the smokestack: strategic policymaking with multiple instruments. <i>Regional Science and Urban Economics</i> , 2004, 34, 387-410.	2.6	52
110	Gender, age, and competition: A disappearing gap?. <i>Journal of Economic Behavior and Organization</i> , 2018, 150, 256-276.	2.0	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.	1.3	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, .	0.9	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.	2.0	51
114	The Dozen Things Experimental Economists Should Do (More of). <i>Southern Economic Journal</i> , 2019, 86, 371-432.	2.1	50
115	Demand Reduction in Multi-Unit Auctions: Evidence from a Sportscard Field Experiment: Reply. <i>American Economic Review</i> , 2005, 95, 472-476.	8.5	48
116	BIDDING BEHAVIOR AND DECISION COSTS IN FIELD EXPERIMENTS. <i>Economic Inquiry</i> , 2002, 40, 611-619.	1.8	45
117	Field Experiments: A Bridge between Lab and Naturally Occurring Data. <i>B E Journal of Economic Analysis and Policy</i> , 2007, 6, .	0.9	45
118	Rebate rules in threshold public good provision. <i>Journal of Public Economics</i> , 2009, 93, 798-806.	4.3	45
119	WTO must ban harmful fisheries subsidies. <i>Science</i> , 2021, 374, 544-544.	12.6	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.	3.6	44
121	The impact of challenge gifts on charitable giving: an experimental investigation. <i>Economics Letters</i> , 2003, 79, 153-159.	1.9	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.	3.2	42
123	Equalizing Superstars: The Internet and the Democratization of Education. <i>American Economic Review</i> , 2014, 104, 523-527.	8.5	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.	8.5	41
125	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.	8.6	41
126	Predicting and Preventing Shootings among At-Risk Youth. <i>American Economic Review</i> , 2011, 101, 288-292.	8.5	40

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127	The Use of Field Experiments in Environmental and Resource Economics. Review of Environmental Economics and Policy, 2016, 10, 206-225.	7.0	39
128	Learned generosity? An artefactual field experiment with parents and their children. Journal of Economic Behavior and Organization, 2017, 143, 28-44.	2.0	38
129	Measuring the effects of air quality regulations on "dirty" firm births: Evidence from the neo- and mature-regulatory periods. Papers in Regional Science, 2000, 79, 177-190.	1.9	37
130	Examining Trends of Criteria Air Pollutants: Are the Effects of Governmental Intervention Transitory?. Environmental and Resource Economics, 2004, 29, 21-37.	3.2	36
131	Measuring Success in Education: The Role of Effort on the Test Itself. American Economic Review Insights, 2019, 1, 291-308.	3.2	36
132	Digging into Background Risk: Experiments with Farmers and Students. American Journal of Agricultural Economics, 2012, 94, 457-463.	4.3	34
133	Learning to accept in ultimatum games: Evidence from an experimental design that generates low offers. Experimental Economics, 2000, 3, 11-29.	2.1	34
134	Using Random nth Price Auctions to Value Non-Market Goods and Services. Journal of Regulatory Economics, 2003, 23, 193-205.	1.4	33
135	Charitable donations are more responsive to stock market booms than busts. Economics Letters, 2011, 110, 166-169.	1.9	32
136	Framing manipulations in contests: A natural field experiment. Journal of Economic Behavior and Organization, 2015, 118, 372-382.	2.0	32
137	FIELD EXPERIMENTS ON THE ANCHORING OF ECONOMIC VALUATIONS. Economic Inquiry, 2015, 53, 1522-1538.	1.8	32
138	Introduction to field experiments in economics with Applications to the economics of charity. Experimental Economics, 2008, 11, 203-212.	2.1	31
139	An introduction to field experiments in economics. Journal of Economic Behavior and Organization, 2009, 70, 439-442.	2.0	31
140	Investigating Risky Choices Over Losses Using Experimental Data. Journal of Risk and Uncertainty, 2005, 31, 187-215.	1.5	30
141	On the cultural basis of gender differences in negotiation. Experimental Economics, 2018, 21, 757-778.	2.1	30
142	Equity Aversion: Social Norms and the Desire to be Ahead. American Economic Journal: Microeconomics, 2012, 4, 131-144.	1.2	29
143	Exploring the origins of charitable acts: Evidence from an artefactual field experiment with young children. Economics Letters, 2013, 118, 431-434.	1.9	29
144	Do Natural Field Experiments Afford Researchers More or Less Control than Laboratory Experiments?. American Economic Review, 2015, 105, 462-466.	8.5	29

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145	Valuation on the Frontier: Calibrating Actual and Hypothetical Statements of Value. American Journal of Agricultural Economics, 2004, 86, 213-221.	4.3	28
146	The testâ€“retest reliability of the latent construct of executive function depends on whether tasks are represented as formative or reflective indicators. Child Neuropsychology, 2017, 23, 1-16.	1.3	27
147	A Natural Experiment on the 'Race to the Bottom' Hypothesis: Testing for Stochastic Dominance in Temporal Pollution Trends*. Oxford Bulletin of Economics and Statistics, 2003, 65, 395-420.	1.7	26
148	<i>Homo experimentalis</i> Evolves. Science, 2008, 321, 207-208.	12.6	26
149	Carrots That Look Like Sticks: Toward an Understanding of Multitasking Incentive Schemes. Southern Economic Journal, 2015, 81, 538-561.	2.1	25
150	The Market: Catalyst for Rationality and Filter of Irrationality. B E Journal of Economic Analysis and Policy, 2008, 8, .	0.9	24
151	Empirical implementation of nonparametric first-price auction models. Journal of Econometrics, 2012, 168, 17-28.	6.5	24
152	Trading experience modulates anterior insula to reduce the endowment effect. Proceedings of the National Academy of Sciences of the United States of America, 2016, 113, 9238-9243.	7.1	24
153	Investment Under Uncertainty: Testing the Options Model with Professional Traders. Review of Economics and Statistics, 2010, 92, 974-984.	4.3	23
154	Are CEOs expected utility maximizers?. Journal of Econometrics, 2011, 162, 114-123.	6.5	23
155	Using Artefactual Field Experiments to Learn about the Incentives for Sustainable Forest Use in Developing Economies. American Economic Review, 2011, 101, 329-333.	8.5	23
156	How can Bill and Melinda Gates increase other people's donations to fund public goods?. Journal of Public Economics, 2020, 191, 104296.	4.3	23
157	Market Design, Human Behavior, and Management. Management Science, 2021, 67, 5317-5348.	4.1	23
158	On the Generalizability of Experimental Results in Economics. , 2015, , 420-462.		23
159	Substitutability, experience, and the value disparity: evidence from the marketplace. Journal of Environmental Economics and Management, 2004, 47, 486-509.	4.7	22
160	Can Field Experiments Return Agricultural Economics to the Glory Days?. American Journal of Agricultural Economics, 2009, 91, 1259-1265.	4.3	22
161	Hypotheticalâ€“actual bid calibration of a multigood auction. Economics Letters, 1998, 60, 263-268.	1.9	20
162	The Unintended Disincentive in the Clean Air Act. BE Journal of Economic Analysis and Policy, 2004, 3, .	0.7	20

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163	Combining behavioral economics and field experiments to reimagine early childhood education. Behavioural Public Policy, 2018, 2, 1-21.	2.4	20
164	Toward an understanding of the development of time preferences: Evidence from field experiments. Journal of Public Economics, 2019, 177, 104039.	4.3	20
165	How can experiments play a greater role in public policy? Twelve proposals from an economic model of scaling. Behavioural Public Policy, 2021, 5, 2-49.	2.4	20
166	Shifting parental beliefs about child development to foster parental investments and improve school readiness outcomes. Nature Communications, 2021, 12, 5765.	12.8	20
167	“Beggars thy Neighbor:” Testing for Free Riding in State-Level Endangered Species Expenditures. Public Choice, 2002, 111, 303-315.	1.7	19
168	A fundraising mechanism inspired by historical tontines: Theory and experimental evidence. Journal of Public Economics, 2007, 91, 1750-1782.	4.3	19
169	Auctions with resale when private values are uncertain: Evidence from the lab and field. International Journal of Industrial Organization, 2011, 29, 54-64.	1.2	19
170	Quantity discounts on a virtual good: The results of a massive pricing experiment at King Digital Entertainment. Proceedings of the National Academy of Sciences of the United States of America, 2016, 113, 7323-7328.	7.1	19
171	TESTING THE THEORY OF MULTITASKING: EVIDENCE FROM A NATURAL FIELD EXPERIMENT IN CHINESE FACTORIES. International Economic Review, 2018, 59, 511-536.	1.3	19
172	Nonlinear partial differential equations and applications: Testing neoclassical competitive market theory in the field. Proceedings of the National Academy of Sciences of the United States of America, 2002, 99, 15827-15830.	7.1	18
173	Intellectual Property Rights, Environmental Regulations, and Foreign Direct Investment. Land Economics, 2004, 80, 153.	0.9	18
174	Scientific Numerology, Preference Anomalies, and Environmental Policymaking. Environmental and Resource Economics, 2005, 32, 35-53.	3.2	18
175	How to Make Experimental Economics Research More Reproducible: Lessons from Other Disciplines and a New Proposal. Research in Experimental Economics, 2015, , 215-230.	0.2	18
176	Theory of mind among disadvantaged children: Evidence from a field experiment. Journal of Economic Behavior and Organization, 2019, 166, 174-194.	2.0	18
177	FIELD EXPERIMENTS IN ECONOMICS: AN INTRODUCTION. Research in Experimental Economics, 0, , 1-15.	0.2	17
178	THAT’S NEWS TO ME! INFORMATION REVELATION IN PROFESSIONAL CERTIFICATION MARKETS. Economic Inquiry, 2010, 48, 104-122.	1.8	17
179	Do financial incentives crowd out intrinsic motivation to perform on standardized tests?. Economics of Education Review, 2018, 66, 125-136.	1.4	16
180	2017 KLEIN LECTURE: THE SCIENCE OF USING SCIENCE: TOWARD AN UNDERSTANDING OF THE THREATS TO SCALABILITY. International Economic Review, 2020, 61, 1387-1409.	1.3	16

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181	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.	2.1	15
182	Supply and Demand for Discrimination: Strategic Revelation of Own Characteristics in a Trust Game. <i>American Economic Review</i> , 2016, 106, 319-323.	8.5	15
183	Chief for a Day: Elite Capture and Management Performance in a Field Experiment in Sierra Leone. <i>Management Science</i> , 2018, 64, 5855-5876.	4.1	15
184	Are Estimates of Early Education Programs Too Pessimistic? Evidence from a Large-Scale Field Experiment that Causally Measures Neighbor Effects. <i>SSRN Electronic Journal</i> , 0, , .	0.4	15
185	Discrimination among pre-school children: Field experimental evidence. <i>Economics Letters</i> , 2017, 157, 159-162.	1.9	14
186	Evidence of Early Withdrawal in Time Deposit Portfolios. <i>Journal of Financial Services Research</i> , 1999, 15, 103-122.	1.5	13
187	A DYNAMIC EXPLANATION OF THE WILLINGNESS TO PAY AND WILLINGNESS TO ACCEPT DISPARITY. <i>Economic Inquiry</i> , 2013, 51, 909-921.	1.8	13
188	Toward an Understanding of the Welfare Effects of Nudges: Evidence from a Field Experiment in the Workplace. <i>Economic Journal</i> , 2020, 130, 2329-2353.	3.6	13
189	Economic Valuation of Health for Environmental Policy: Comparing Alternative Approaches. Introduction and Overview. <i>Environmental and Resource Economics</i> , 2006, 34, 339-346.	3.2	11
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