

John A List

List of Publications by Year in descending order

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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	Toward An Understanding of the Economics of Apologies: Evidence from a Large-Scale Natural Field Experiment. <i>Economic Journal</i> , 2022, 132, 273-298.	1.9	7
2	Enhancing critical thinking skill formation: Getting fast thinkers to slow down. <i>Journal of Economic Education</i> , 2022, 53, 100-108.	0.8	2
3	Incentives to Eat Healthily: Evidence from a Grocery Store Field Experiment. <i>Economica</i> , 2022, 89, 489-509.	0.9	2
4	Market Design, Human Behavior, and Management. <i>Management Science</i> , 2021, 67, 5317-5348.	2.4	23
5	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
6	When Corporate Social Responsibility Backfires: Evidence from a Natural Field Experiment. <i>Management Science</i> , 2021, 67, 8-21.	2.4	60
7	A rejoinder: "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, 125-134.	1.6	0
8	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
9	An experimental test of fundraising appeals targeting donor and recipient benefits. <i>Nature Human Behaviour</i> , 2021, 5, 1339-1348.	6.2	7
10	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
11	Do financial incentives aimed at decreasing interhousehold inequality increase intrahousehold inequality?. <i>Journal of Public Economics</i> , 2021, 196, 104382.	2.2	3
12	Experimental tests of the endowment effect and the Coase theorem (by Daniel Kahneman, Jack L.) <i>Tj ETQq0 0 0 rgBT /Overlock 10 Tf 50</i>		
13	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
14	WTO must ban harmful fisheries subsidies. <i>Science</i> , 2021, 374, 544-544.	6.0	45
15	The Role of Open Science Practices in Scaling Evidence-Based Prevention Programs. <i>Prevention Science</i> , 2021, , 1.	1.5	4
16	Got Milk? Using Nudges to Reduce Consumption of Added Sugar. <i>American Journal of Agricultural Economics</i> , 2020, 102, 154-168.	2.4	6
17	The Effect of Early-Childhood Education on Social Preferences. <i>Journal of Political Economy</i> , 2020, 128, 2739-2758.	3.3	65
18	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

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19	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
20	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
21	Leveraging upfront payments to curb employee misbehavior: Evidence from a natural field experiment. <i>European Economic Review</i> , 2020, 130, 103601.	1.2	1
22	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
23	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.	1.9	13
24	On the Role of Group Size in Tournaments: Theory and Evidence from Laboratory and Field Experiments. <i>Management Science</i> , 2020, 66, 4359-4377.	2.4	11
25	Fundraising design: key issues, unifying framework, and open puzzles. <i>Marketing Letters</i> , 2020, 31, 371-380.	1.9	4
26	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
27	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
28	The Dozen Things Experimental Economists Should Do (More of). <i>Southern Economic Journal</i> , 2019, 86, 371-432.	1.3	50
29	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
30	Multiple hypothesis testing in experimental economics. <i>Experimental Economics</i> , 2019, 22, 773-793.	1.0	236
31	Behavior in Strategic Settings: Evidence from a Million Rock-Paper-Scissors Games. <i>Games</i> , 2019, 10, 18.	0.4	7
32	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
33	How natural field experiments have enhanced our understanding of unemployment. <i>Nature Human Behaviour</i> , 2019, 3, 33-39.	6.2	9
34	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
35	Combining behavioral economics and field experiments to reimagine early childhood education. <i>Behavioural Public Policy</i> , 2018, 2, 1-21.	1.6	20
36	On the cultural basis of gender differences in negotiation. <i>Experimental Economics</i> , 2018, 21, 757-778.	1.0	30

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37	Redefine statistical significance. <i>Nature Human Behaviour</i> , 2018, 2, 6-10.	6.2	1,763
38	Chief for a Day: Elite Capture and Management Performance in a Field Experiment in Sierra Leone. <i>Management Science</i> , 2018, 64, 5855-5876.	2.4	15
39	How Can Bill and Melinda Gates Increase Other People's Donations to Fund Public Goods?. <i>SSRN Electronic Journal</i> , 2018, , .	0.4	0
40	Gender, age, and competition: A disappearing gap?. <i>Journal of Economic Behavior and Organization</i> , 2018, 150, 256-276.	1.0	52
41	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
42	Field Experiments. , 2018, , 4569-4574.		0
43	The testâ€“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
44	A Field Experiment on the Impact of Incentives on Milk Choice in the Lunchroom. <i>Public Finance Review</i> , 2017, 45, 44-67.	0.2	11
45	The behavioralist as tax collector: Using natural field experiments to enhance tax compliance. <i>Journal of Public Economics</i> , 2017, 148, 14-31.	2.2	432
46	Putting a value on injuries to natural assets: The BP oil spill. <i>Science</i> , 2017, 356, 253-254.	6.0	96
47	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
48	From personalized exchange towards anonymous trade: A field experiment on the workings of the invisible hand. <i>Journal of Economic Behavior and Organization</i> , 2017, 133, 313-330.	1.0	11
49	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
50	Contingent valuation: Flawed logic?â€“Response. <i>Science</i> , 2017, 357, 363-364.	6.0	6
51	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
52	Experimental Economics in the <i>Journal of Political Economy</i> . <i>Journal of Political Economy</i> , 2017, 125, 1925-1930.	3.3	2
53	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
54	Discrimination among pre-school children: Field experimental evidence. <i>Economics Letters</i> , 2017, 157, 159-162.	0.9	14

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55	Voting to Tell Others. <i>Review of Economic Studies</i> , 2017, 84, 143-181.	2.9	191
56	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
57	The effects of group composition in a strategic environment: Evidence from a field experiment. <i>European Economic Review</i> , 2016, 90, 67-85.	1.2	4
58	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
59	Supply and Demand for Discrimination: Strategic Revelation of Own Characteristics in a Trust Game. <i>American Economic Review</i> , 2016, 106, 319-323.	4.0	15
60	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
61	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
62	Using Field Experiments in Accounting and Finance. <i>Journal of Accounting Research</i> , 2016, 54, 437-475.	2.5	59
63	Dishonesty: From parents to children. <i>European Economic Review</i> , 2016, 82, 242-254.	1.2	76
64	Ode to the Sea: Workplace Organizations and Norms of Cooperation. <i>Economic Journal</i> , 2016, 126, 1856-1883.	1.9	62
65	Carrots That Look Like Sticks: Toward an Understanding of Multitasking Incentive Schemes. <i>Southern Economic Journal</i> , 2015, 81, 538-561.	1.3	25
66	Principles of (Behavioral) Economics. <i>American Economic Review</i> , 2015, 105, 385-390.	4.0	61
67	Battle of the Sexes: How Sex Ratios Affect Female Bargaining Power. <i>Economic Development and Cultural Change</i> , 2015, 64, 143-161.	0.8	11
68	Framing manipulations in contests: A natural field experiment. <i>Journal of Economic Behavior and Organization</i> , 2015, 118, 372-382.	1.0	32
69	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
70	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
71	The Curious Relation between Theory of Mind and Sharing in Preschool Age Children. <i>PLoS ONE</i> , 2015, 10, e0117947.	1.1	53
72	Markets for replication. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2015, 112, 15267-15268.	3.3	4

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73	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
74	Do Women Avoid Salary Negotiations? Evidence from a Large-Scale Natural Field Experiment. <i>Management Science</i> , 2015, 61, 2016-2024.	2.4	196
75	FIELD EXPERIMENTS ON THE ANCHORING OF ECONOMIC VALUATIONS. <i>Economic Inquiry</i> , 2015, 53, 1522-1538.	1.0	32
76	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
77	On the Generalizability of Experimental Results in Economics. , 2015, , 420-462.		23
78	Using Field Experiments to Change the Template of How We Teach Economics. <i>Journal of Economic Education</i> , 2014, 45, 81-89.	0.8	5
79	Equalizing Superstars: The Internet and the Democratization of Education. <i>American Economic Review</i> , 2014, 104, 523-527.	4.0	42
80	IS THE ENDOWMENT EFFECT AN EXPECTATIONS EFFECT?. <i>Journal of the European Economic Association</i> , 2014, 12, 1396-1422.	1.9	77
81	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
82	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
83	One Swallow Doesn't Make a Summer: New Evidence on Anchoring Effects. <i>American Economic Review</i> , 2014, 104, 277-290.	4.0	214
84	A DYNAMIC EXPLANATION OF THE WILLINGNESS TO PAY AND WILLINGNESS TO ACCEPT DISPARITY. <i>Economic Inquiry</i> , 2013, 51, 909-921.	1.0	13
85	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
86	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
87	Consumers'™ misunderstanding of health insurance. <i>Journal of Health Economics</i> , 2013, 32, 850-862.	1.3	195
88	Guest Editors'™ Preface to the Special Symposium on Field Experiments. <i>Scandinavian Journal of Economics</i> , 2013, 115, 1-2.	0.7	1
89	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
90	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

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91	The Importance of Being Marginal: Gender Differences in Generosity. <i>American Economic Review</i> , 2013, 103, 586-590.	4.0	58
92	Digging into Background Risk: Experiments with Farmers and Students. <i>American Journal of Agricultural Economics</i> , 2012, 94, 457-463.	2.4	34
93	Mental attributes and temporal brain dynamics during bargaining: EEG source localization and neuroinformatic mapping. <i>Social Neuroscience</i> , 2012, 7, 159-177.	0.7	6
94	The Behavioralist Visits the Factory: Increasing Productivity Using Simple Framing Manipulations. <i>Management Science</i> , 2012, 58, 2151-2167.	2.4	291
95	Equity Aversion: Social Norms and the Desire to be Ahead. <i>American Economic Journal: Microeconomics</i> , 2012, 4, 131-144.	0.7	29
96	Testing for Altruism and Social Pressure in Charitable Giving. <i>Quarterly Journal of Economics</i> , 2012, 127, 1-56.	3.8	784
97	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
98	Empirical implementation of nonparametric first-price auction models. <i>Journal of Econometrics</i> , 2012, 168, 17-28.	3.5	24
99	Predicting and Preventing Shootings among At-Risk Youth. <i>American Economic Review</i> , 2011, 101, 288-292.	4.0	40
100	Charitable donations are more responsive to stock market booms than busts. <i>Economics Letters</i> , 2011, 110, 166-169.	0.9	32
101	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
102	Does Market Experience Eliminate Market Anomalies? The Case of Exogenous Market Experience. <i>American Economic Review</i> , 2011, 101, 313-317.	4.0	103
103	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
104	Stakes Matter in Ultimatum Games. <i>American Economic Review</i> , 2011, 101, 3427-3439.	4.0	173
105	Checkmate: Exploring Backward Induction among Chess Players. <i>American Economic Review</i> , 2011, 101, 975-990.	4.0	116
106	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
107	Small matches and charitable giving: Evidence from a natural field experiment. <i>Journal of Public Economics</i> , 2011, 95, 344-350.	2.2	100
108	Introduction to Charitable Giving and Fundraising Special issue. <i>Journal of Public Economics</i> , 2011, 95, 333.	2.2	2

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109	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
110	Are CEOs expected utility maximizers?. <i>Journal of Econometrics</i> , 2011, 162, 114-123.	3.5	23
111	The Market for Charitable Giving. <i>Journal of Economic Perspectives</i> , 2011, 25, 157-180.	2.7	254
112	Editorial Statement: Behavioral Economics. <i>Management Science</i> , 2011, 57, iv-iv.	2.4	0
113	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
114	Field Experiments in Labor Economics. <i>Handbook of Labour Economics</i> , 2011, , 103-228.	1.8	75
115	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
116	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
117	Investment Under Uncertainty: Testing the Options Model with Professional Traders. <i>Review of Economics and Statistics</i> , 2010, 92, 974-984.	2.3	23
118	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
119	THAT'S NEWS TO ME! INFORMATION REVELATION IN PROFESSIONAL CERTIFICATION MARKETS. <i>Economic Inquiry</i> , 2010, 48, 104-122.	1.0	17
120	Field Experiments on Anchoring of Economic Valuations. <i>SSRN Electronic Journal</i> , 2010, , .	0.4	9
121	Field Experiments. , 2010, , 53-58.		0
122	field experiments. , 2010, , 151-156.		0
123	The IRB Is Key. <i>Science</i> , 2009, 323, 713-714.	6.0	1
124	Can Field Experiments Return Agricultural Economics to the Glory Days?. <i>American Journal of Agricultural Economics</i> , 2009, 91, 1259-1265.	2.4	22
125	Rebate rules in threshold public good provision. <i>Journal of Public Economics</i> , 2009, 93, 798-806.	2.2	45
126	Gender Differences in Competition: Evidence From a Matrilineal and a Patriarchal Society. <i>Econometrica</i> , 2009, 77, 1637-1664.	2.6	683

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127	Social Preferences: Some Thoughts from the Field. <i>Annual Review of Economics</i> , 2009, 1, 563-579.	2.4	76
128	Field experiments in economics: The past, the present, and the future. <i>European Economic Review</i> , 2009, 53, 1-18.	1.2	417
129	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
130	An introduction to field experiments in economics. <i>Journal of Economic Behavior and Organization</i> , 2009, 70, 439-442.	1.0	31
131	Matching and challenge gifts to charity: evidence from laboratory and natural field experiments. <i>Experimental Economics</i> , 2008, 11, 253-267.	1.0	118
132	Introduction to field experiments in economics with applications to the economics of charity. <i>Experimental Economics</i> , 2008, 11, 203-212.	1.0	31
133	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
134	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
135	The Market: Catalyst for Rationality and Filter of Irrationality. <i>B E Journal of Economic Analysis and Policy</i> , 2008, 8, .	0.5	24
136	<i>Homo economicus</i> Evolves. <i>Science</i> , 2008, 319, 909-910.	6.0	188
137	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
138	<i>Homo experimentalis</i> Evolves. <i>Science</i> , 2008, 321, 207-208.	6.0	26
139	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
140	Field Experiments. , 2008, , 1-5.		4
141	Does Price Matter in Charitable Giving? Evidence from a Large-Scale Natural Field Experiment. <i>American Economic Review</i> , 2007, 97, 1774-1793.	4.0	421
142	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
143	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
144	On the Interpretation of Giving in Dictator Games. <i>Journal of Political Economy</i> , 2007, 115, 482-493.	3.3	687

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145	What Do Laboratory Experiments Measuring Social Preferences Reveal About the Real World?. Journal of Economic Perspectives, 2007, 21, 153-174.	2.7	2,031
146	Field Experiments: A Bridge between Lab and Naturally Occurring Data. B E Journal of Economic Analysis and Policy, 2007, 6, .	0.5	45
147	REGULATORY FEDERALISM AND THE DISTRIBUTION OF AIR POLLUTANT EMISSIONS. Journal of Regional Science, 2007, 47, 155-178.	2.1	53
148	Viewpoint: On the generalizability of lab behaviour to the field. Canadian Journal of Economics, 2007, 40, 347-370.	0.6	231
149	Information Cascades: Evidence from a Field Experiment with Financial Market Professionals. Journal of Finance, 2007, 62, 151-180.	3.2	215
150	Naturally Occurring Preferences and Exogenous Laboratory Experiments: A Case Study of Risk Aversion. Econometrica, 2007, 75, 433-458.	2.6	200
151	USING LOTTERIES TO FINANCE PUBLIC GOODS: THEORY AND EXPERIMENTAL EVIDENCE. International Economic Review, 2007, 48, 901-927.	0.6	84
152	A fundraising mechanism inspired by historical tontines: Theory and experimental evidence. Journal of Public Economics, 2007, 91, 1750-1782.	2.2	19
153	Friend or Foe?A Natural Experiment of the Prisoner's Dilemma. Review of Economics and Statistics, 2006, 88, 463-471.	2.3	66
154	Shadow prices, environmental stringency, and international competitiveness. European Economic Review, 2006, 50, 1151-1167.	1.2	53
155	Non-renewable resource prices: Deterministic or stochastic trends?. Journal of Environmental Economics and Management, 2006, 51, 354-370.	2.1	123
156	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
157	Putting Behavioral Economics to Work: Testing for Gift Exchange in Labor Markets Using Field Experiments. Econometrica, 2006, 74, 1365-1384.	2.6	532
158	DEMAND REDUCTION IN MULTI-UNIT AUCTIONS WITH VARYING NUMBERS OF BIDDERS: THEORY AND EVIDENCE FROM A FIELD EXPERIMENT*. International Economic Review, 2006, 47, 203-231.	0.6	51
159	Economic Valuation of Health for Environmental Policy: Comparing Alternative Approaches. Introduction and Overview. Environmental and Resource Economics, 2006, 34, 339-346.	1.5	11
160	The Uncertainty Effect: When a Risky Prospect is Valued Less than its Worst Possible Outcome. Quarterly Journal of Economics, 2006, 121, 1283-1309.	3.8	233
161	How Elections Matter: Theory and Evidence from Environmental Policy*. Quarterly Journal of Economics, 2006, 121, 1249-1281.	3.8	165
162	Behavioural Economics and the Valuation of Non-marketed Goods and Services: The Lab, the Behavioral Anomalies and the Policymaker. , 2006, , .		0

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163	Cyclicalities and the Labor Market for Economists. Southern Economic Journal, 2005, 72, 284.	1.3	4
164	Demand Reduction in Multi-Unit Auctions: Evidence from a Sportscard Field Experiment: Reply. American Economic Review, 2005, 95, 472-476.	4.0	48
165	Do Professional Traders Exhibit Myopic Loss Aversion? An Experimental Analysis. Journal of Finance, 2005, 60, 523-534.	3.2	549
166	Scientific Numerology, Preference Anomalies, and Environmental Policymaking. Environmental and Resource Economics, 2005, 32, 35-53.	1.5	18
167	Investigating Risky Choices Over Losses Using Experimental Data. Journal of Risk and Uncertainty, 2005, 31, 187-215.	0.8	30
168	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.	3.3	61
169	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.	2.1	159
170	Cyclicalities and the Labor Market for Economists. Southern Economic Journal, 2005, 72, 284-304.	1.3	3
171	Field Experiments. SSRN Electronic Journal, 2004, , .	0.4	6
172	Is foreign direct investment attracted to 'knowledge creators'?. Applied Economics, 2004, 36, 1143-1149.	1.2	10
173	The Unintended Disincentive in the Clean Air Act. BE Journal of Economic Analysis and Policy, 2004, 3, .	0.7	20
174	Valuation on the Frontier: Calibrating Actual and Hypothetical Statements of Value. American Journal of Agricultural Economics, 2004, 86, 213-221.	2.4	28
175	Field Experiments. Journal of Economic Literature, 2004, 42, 1009-1055.	4.5	1,975
176	Examining the Role of Social Isolation on Stated Preferences. American Economic Review, 2004, 94, 741-752.	4.0	145
177	Neoclassical Theory Versus Prospect Theory: Evidence from the Marketplace. Econometrica, 2004, 72, 615-625.	2.6	605
178	Chasing the smokestack: strategic policymaking with multiple instruments. Regional Science and Urban Economics, 2004, 34, 387-410.	1.4	52
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