

# 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	Toward An Understanding of the Economics of Apologies: Evidence from a Large-Scale Natural Field Experiment. <i>Economic Journal</i> , 2022, 132, 273-298.	3.6	7
2	Enhancing critical thinking skill formation: Getting fast thinkers to slow down. <i>Journal of Economic Education</i> , 2022, 53, 100-108.	1.3	2
3	Incentives to Eat Healthily: Evidence from a Grocery Store Field Experiment. <i>Economica</i> , 2022, 89, 489-509.	1.6	2
4	Market Design, Human Behavior, and Management. <i>Management Science</i> , 2021, 67, 5317-5348.	4.1	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.	5.4	84
6	When Corporate Social Responsibility Backfires: Evidence from a Natural Field Experiment. <i>Management Science</i> , 2021, 67, 8-21.	4.1	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.	2.4	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.	2.4	20
9	An experimental test of fundraising appeals targeting donor and recipient benefits. <i>Nature Human Behaviour</i> , 2021, 5, 1339-1348.	12.0	7
10	Incentive spillovers in the workplace: Evidence from two field experiments. <i>Journal of Economic Behavior and Organization</i> , 2021, 184, 137-149.	2.0	4
11	Do financial incentives aimed at decreasing interhousehold inequality increase intrahousehold inequality?. <i>Journal of Public Economics</i> , 2021, 196, 104382.	4.3	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.	12.8	20
14	WTO must ban harmful fisheries subsidies. <i>Science</i> , 2021, 374, 544-544.	12.6	45
15	The Role of Open Science Practices in Scaling Evidence-Based Prevention Programs. <i>Prevention Science</i> , 2021, , 1.	2.6	4
16	Got Milk? Using Nudges to Reduce Consumption of Added Sugar. <i>American Journal of Agricultural Economics</i> , 2020, 102, 154-168.	4.3	6
17	The Effect of Early-Childhood Education on Social Preferences. <i>Journal of Political Economy</i> , 2020, 128, 2739-2758.	4.5	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.	2.0	51

#	ARTICLE	IF	CITATIONS
19	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
20	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
21	Leveraging upfront payments to curb employee misbehavior: Evidence from a natural field experiment. European Economic Review, 2020, 130, 103601.	2.3	1
22	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
23	Toward an Understanding of the Welfare Effects of Nudges: Evidence from a Field Experiment in the Workplace. Economic Journal, 2020, 130, 2329-2353.	3.6	13
24	On the Role of Group Size in Tournaments: Theory and Evidence from Laboratory and Field Experiments. Management Science, 2020, 66, 4359-4377.	4.1	11
25	Fundraising design: key issues, unifying framework, and open puzzles. Marketing Letters, 2020, 31, 371-380.	2.9	4
26	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
27	Toward an understanding of the development of time preferences: Evidence from field experiments. Journal of Public Economics, 2019, 177, 104039.	4.3	20
28	The Dozen Things Experimental Economists Should Do (More of). Southern Economic Journal, 2019, 86, 371-432.	2.1	50
29	Theory of mind among disadvantaged children: Evidence from a field experiment. Journal of Economic Behavior and Organization, 2019, 166, 174-194.	2.0	18
30	Multiple hypothesis testing in experimental economics. Experimental Economics, 2019, 22, 773-793.	2.1	236
31	Behavior in Strategic Settings: Evidence from a Million Rock-Paper-Scissors Games. Games, 2019, 10, 18.	0.6	7
32	Measuring Success in Education: The Role of Effort on the Test Itself. American Economic Review Insights, 2019, 1, 291-308.	3.2	36
33	How natural field experiments have enhanced our understanding of unemployment. Nature Human Behaviour, 2019, 3, 33-39.	12.0	9
34	TESTING THE THEORY OF MULTITASKING: EVIDENCE FROM A NATURAL FIELD EXPERIMENT IN CHINESE FACTORIES. International Economic Review, 2018, 59, 511-536.	1.3	19
35	Combining behavioral economics and field experiments to reimagine early childhood education. Behavioural Public Policy, 2018, 2, 1-21.	2.4	20
36	On the cultural basis of gender differences in negotiation. Experimental Economics, 2018, 21, 757-778.	2.1	30

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37	Redefine statistical significance. Nature Human Behaviour, 2018, 2, 6-10.	12.0	1,763
38	Chief for a Day: Elite Capture and Management Performance in a Field Experiment in Sierra Leone. Management Science, 2018, 64, 5855-5876.	4.1	15
39	How Can Bill and Melinda Gates Increase Other People's Donations to Fund Public Goods?. SSRN Electronic Journal, 2018, , .	0.4	0
40	Gender, age, and competition: A disappearing gap?. Journal of Economic Behavior and Organization, 2018, 150, 256-276.	2.0	52
41	Do financial incentives crowd out intrinsic motivation to perform on standardized tests?. Economics of Education Review, 2018, 66, 125-136.	1.4	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. Child Neuropsychology, 2017, 23, 1-16.	1.3	27
44	A Field Experiment on the Impact of Incentives on Milk Choice in the Lunchroom. Public Finance Review, 2017, 45, 44-67.	0.5	11
45	The behavioralist as tax collector: Using natural field experiments to enhance tax compliance. Journal of Public Economics, 2017, 148, 14-31.	4.3	432
46	Putting a value on injuries to natural assets: The BP oil spill. Science, 2017, 356, 253-254.	12.6	96
47	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
48	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.	2.0	11
49	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
50	Contingent valuation: Flawed logic?â€Response. Science, 2017, 357, 363-364.	12.6	6
51	Learned generosity? An artefactual field experiment with parents and their children. Journal of Economic Behavior and Organization, 2017, 143, 28-44.	2.0	38
52	Experimental Economics in the <i>Journal of Political Economy</i>. Journal of Political Economy, 2017, 125, 1925-1930.	4.5	2
53	Scaling for Economists: Lessons from the Non-Adherence Problem in the Medical Literature. Journal of Economic Perspectives, 2017, 31, 125-144.	5.9	55
54	Discrimination among pre-school children: Field experimental evidence. Economics Letters, 2017, 157, 159-162.	1.9	14

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55	Voting to Tell Others. Review of Economic Studies, 2017, 84, 143-181.	5.4	191
56	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
57	The effects of group composition in a strategic environment: Evidence from a field experiment. European Economic Review, 2016, 90, 67-85.	2.3	4
58	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
59	Supply and Demand for Discrimination: Strategic Revelation of Own Characteristics in a Trust Game. American Economic Review, 2016, 106, 319-323.	8.5	15
60	The Use of Field Experiments in Environmental and Resource Economics. Review of Environmental Economics and Policy, 2016, 10, 206-225.	7.0	39
61	The Behavioralist Goes to School: Leveraging Behavioral Economics to Improve Educational Performance. American Economic Journal: Economic Policy, 2016, 8, 183-219.	3.1	164
62	Using Field Experiments in Accounting and Finance. Journal of Accounting Research, 2016, 54, 437-475.	4.5	59
63	Dishonesty: From parents to children. European Economic Review, 2016, 82, 242-254.	2.3	76
64	Ode to the Sea: Workplace Organizations and Norms of Cooperation. Economic Journal, 2016, 126, 1856-1883.	3.6	62
65	Carrots That Look Like Sticks: Toward an Understanding of Multitasking Incentive Schemes. Southern Economic Journal, 2015, 81, 538-561.	2.1	25
66	Principles of (Behavioral) Economics. American Economic Review, 2015, 105, 385-390.	8.5	61
67	Battle of the Sexes: How Sex Ratios Affect Female Bargaining Power. Economic Development and Cultural Change, 2015, 64, 143-161.	1.8	11
68	Framing manipulations in contests: A natural field experiment. Journal of Economic Behavior and Organization, 2015, 118, 372-382.	2.0	32
69	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
70	Do Natural Field Experiments Afford Researchers More or Less Control than Laboratory Experiments?. American Economic Review, 2015, 105, 462-466.	8.5	29
71	The Curious Relation between Theory of Mind and Sharing in Preschool Age Children. PLoS ONE, 2015, 10, e0117947.	2.5	53
72	Markets for replication. Proceedings of the National Academy of Sciences of the United States of America, 2015, 112, 15267-15268.	7.1	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.	5.4	268
74	Do Women Avoid Salary Negotiations? Evidence from a Large-Scale Natural Field Experiment. <i>Management Science</i> , 2015, 61, 2016-2024.	4.1	196
75	FIELD EXPERIMENTS ON THE ANCHORING OF ECONOMIC VALUATIONS. <i>Economic Inquiry</i> , 2015, 53, 1522-1538.	1.8	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.	2.7	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.	1.3	5
79	Equalizing Superstars: The Internet and the Democratization of Education. <i>American Economic Review</i> , 2014, 104, 523-527.	8.5	42
80	IS THE ENDOWMENT EFFECT AN EXPECTATIONS EFFECT?. <i>Journal of the European Economic Association</i> , 2014, 12, 1396-1422.	3.5	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.	4.3	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.	1.5	133
83	One Swallow Doesn't Make a Summer: New Evidence on Anchoring Effects. <i>American Economic Review</i> , 2014, 104, 277-290.	8.5	214
84	A DYNAMIC EXPLANATION OF THE WILLINGNESS TO PAY AND WILLINGNESS TO ACCEPT DISPARITY. <i>Economic Inquiry</i> , 2013, 51, 909-921.	1.8	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.	1.9	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.	4.5	153
87	Consumersâ€™ misunderstanding of health insurance. <i>Journal of Health Economics</i> , 2013, 32, 850-862.	2.7	195
88	Guest Editorsâ€™ Preface to the Special Symposium on Field Experiments. <i>Scandinavian Journal of Economics</i> , 2013, 115, 1-2.	1.4	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.	4.3	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.	7.1	75

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91	The Importance of Being Marginal: Gender Differences in Generosity. American Economic Review, 2013, 103, 586-590.	8.5	58
92	Digging into Background Risk: Experiments with Farmers and Students. American Journal of Agricultural Economics, 2012, 94, 457-463.	4.3	34
93	Mental attributes and temporal brain dynamics during bargaining: EEG source localization and neuroinformatic mapping. Social Neuroscience, 2012, 7, 159-177.	1.3	6
94	The Behavioralist Visits the Factory: Increasing Productivity Using Simple Framing Manipulations. Management Science, 2012, 58, 2151-2167.	4.1	291
95	Equity Aversion: Social Norms and the Desire to be Ahead. American Economic Journal: Microeconomics, 2012, 4, 131-144.	1.2	29
96	Testing for Altruism and Social Pressure in Charitable Giving. Quarterly Journal of Economics, 2012, 127, 1-56.	8.6	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. Economics Letters, 2012, 114, 308-311.	1.9	58
98	Empirical implementation of nonparametric first-price auction models. Journal of Econometrics, 2012, 168, 17-28.	6.5	24
99	Predicting and Preventing Shootings among At-Risk Youth. American Economic Review, 2011, 101, 288-292.	8.5	40
100	Charitable donations are more responsive to stock market booms than busts. Economics Letters, 2011, 110, 166-169.	1.9	32
101	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
102	Does Market Experience Eliminate Market Anomalies? The Case of Exogenous Market Experience. American Economic Review, 2011, 101, 313-317.	8.5	103
103	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
104	Stakes Matter in Ultimatum Games. American Economic Review, 2011, 101, 3427-3439.	8.5	173
105	Checkmate: Exploring Backward Induction among Chess Players. American Economic Review, 2011, 101, 975-990.	8.5	116
106	Why Economists Should Conduct Field Experiments and 14 Tips for Pulling One Off. Journal of Economic Perspectives, 2011, 25, 3-16.	5.9	218
107	Small matches and charitable giving: Evidence from a natural field experiment. Journal of Public Economics, 2011, 95, 344-350.	4.3	100
108	Introduction to Charitable Giving and Fundraising Special issue. Journal of Public Economics, 2011, 95, 333.	4.3	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.	2.1	174
110	Are CEOs expected utility maximizers?. <i>Journal of Econometrics</i> , 2011, 162, 114-123.	6.5	23
111	The Market for Charitable Giving. <i>Journal of Economic Perspectives</i> , 2011, 25, 157-180.	5.9	254
112	Editorial Statement: Behavioral Economics. <i>Management Science</i> , 2011, 57, iv-iv.	4.1	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.	7.1	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.	8.5	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.	8.5	119
117	Investment Under Uncertainty: Testing the Options Model with Professional Traders. <i>Review of Economics and Statistics</i> , 2010, 92, 974-984.	4.3	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.	4.2	64
119	THAT'S NEWS TO ME! INFORMATION REVELATION IN PROFESSIONAL CERTIFICATION MARKETS. <i>Economic Inquiry</i> , 2010, 48, 104-122.	1.8	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.	12.6	1
124	Can Field Experiments Return Agricultural Economics to the Glory Days?. <i>American Journal of Agricultural Economics</i> , 2009, 91, 1259-1265.	4.3	22
125	Rebate rules in threshold public good provision. <i>Journal of Public Economics</i> , 2009, 93, 798-806.	4.3	45
126	Gender Differences in Competition: Evidence\ From a Matrilineal and a Patriarchal Society. <i>Econometrica</i> , 2009, 77, 1637-1664.	4.2	683

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127	Social Preferences: Some Thoughts from the Field. Annual Review of Economics, 2009, 1, 563-579.	5.5	76
128	Field experiments in economics: The past, the present, and the future. European Economic Review, 2009, 53, 1-18.	2.3	417
129	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
130	An introduction to field experiments in economics. Journal of Economic Behavior and Organization, 2009, 70, 439-442.	2.0	31
131	Matching and challenge gifts to charity: evidence fromÂlaboratory and natural field experiments. Experimental Economics, 2008, 11, 253-267.	2.1	118
132	Introduction to field experiments in economics withÂApplications to the economics of charity. Experimental Economics, 2008, 11, 203-212.	2.1	31
133	Naturally Occurring Markets and Exogenous Laboratory Experiments: A Case Study of The Winner's Curse. Economic Journal, 2008, 118, 822-843.	3.6	44
134	Examining the role of fairness in high stakes allocation decisions. Journal of Economic Behavior and Organization, 2008, 65, 1-8.	2.0	77
135	The Market: Catalyst for Rationality and Filter of Irrationality. B E Journal of Economic Analysis and Policy, 2008, 8, .	0.9	24
136	<i>Homo economicus</i> Evolves. Science, 2008, 319, 909-910.	12.6	188
137	Exploring the Impact of Financial Incentives on Stereotype Threat: Evidence from a Pilot Study. American Economic Review, 2008, 98, 370-375.	8.5	41
138	<i>Homo experimentalis</i> Evolves. Science, 2008, 321, 207-208.	12.6	26
139	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
140	Field Experiments. , 2008, , 1-5.		4
141	Does Price Matter in Charitable Giving? Evidence from a Large-Scale Natural Field Experiment. American Economic Review, 2007, 97, 1774-1793.	8.5	421
142	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
143	Using Choice Experiments to Value Non-Market Goods and Services: Evidence from Field Experiments. B E Journal of Economic Analysis and Policy, 2007, 6, .	0.9	51
144	On the Interpretation of Giving in Dictator Games. Journal of Political Economy, 2007, 115, 482-493.	4.5	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.	5.9	2,031
146	Field Experiments: A Bridge between Lab and Naturally Occurring Data. B E Journal of Economic Analysis and Policy, 2007, 6, .	0.9	45
147	REGULATORY FEDERALISM AND THE DISTRIBUTION OF AIR POLLUTANT EMISSIONS. Journal of Regional Science, 2007, 47, 155-178.	3.3	53
148	Viewpoint: On the generalizability of lab behaviour to the field. Canadian Journal of Economics, 2007, 40, 347-370.	1.2	231
149	Information Cascades: Evidence from a Field Experiment with Financial Market Professionals. Journal of Finance, 2007, 62, 151-180.	5.1	215
150	Naturally Occurring Preferences and Exogenous Laboratory Experiments: A Case Study of Risk Aversion. Econometrica, 2007, 75, 433-458.	4.2	200
151	USING LOTTERIES TO FINANCE PUBLIC GOODS: THEORY AND EXPERIMENTAL EVIDENCE. International Economic Review, 2007, 48, 901-927.	1.3	84
152	A fundraising mechanism inspired by historical tontines: Theory and experimental evidence. Journal of Public Economics, 2007, 91, 1750-1782.	4.3	19
153	Friend or Foe?A Natural Experiment of the Prisoner's Dilemma. Review of Economics and Statistics, 2006, 88, 463-471.	4.3	66
154	Shadow prices, environmental stringency, and international competitiveness. European Economic Review, 2006, 50, 1151-1167.	2.3	53
155	Non-renewable resource prices: Deterministic or stochastic trends?. Journal of Environmental Economics and Management, 2006, 51, 354-370.	4.7	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.	1.4	9
157	Putting Behavioral Economics to Work: Testing for Gift Exchange in Labor Markets Using Field Experiments. Econometrica, 2006, 74, 1365-1384.	4.2	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.	1.3	51
159	Economic Valuation of Health for Environmental Policy: Comparing Alternative Approaches. Introduction and Overview. Environmental and Resource Economics, 2006, 34, 339-346.	3.2	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.	8.6	233
161	How Elections Matter: Theory and Evidence from Environmental Policy*. Quarterly Journal of Economics, 2006, 121, 1249-1281.	8.6	165
162	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	41

#	ARTICLE	IF	CITATIONS
163	Behavioural Economics and the Valuation of Non-marketed Goods and Services: The Lab, the Behavioral Anomalies and the Policymaker. , 2006, , .		0
164	Cyclicalities and the Labor Market for Economists. Southern Economic Journal, 2005, 72, 284.	2.1	4
165	Demand Reduction in Multi-Unit Auctions: Evidence from a Sportscard Field Experiment: Reply. American Economic Review, 2005, 95, 472-476.	8.5	48
166	Do Professional Traders Exhibit Myopic Loss Aversion? An Experimental Analysis. Journal of Finance, 2005, 60, 523-534.	5.1	549
167	Scientific Numerology, Preference Anomalies, and Environmental Policymaking. Environmental and Resource Economics, 2005, 32, 35-53.	3.2	18
168	Investigating Risky Choices Over Losses Using Experimental Data. Journal of Risk and Uncertainty, 2005, 31, 187-215.	1.5	30
169	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
170	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
171	Cyclicalities and the Labor Market for Economists. Southern Economic Journal, 2005, 72, 284-304.	2.1	3
172	Field Experiments. SSRN Electronic Journal, 2004, , .	0.4	6
173	Is foreign direct investment attracted to 'knowledge creators'?. Applied Economics, 2004, 36, 1143-1149.	2.2	10
174	The Unintended Disincentive in the Clean Air Act. BE Journal of Economic Analysis and Policy, 2004, 3, .	0.7	20
175	Valuation on the Frontier: Calibrating Actual and Hypothetical Statements of Value. American Journal of Agricultural Economics, 2004, 86, 213-221.	4.3	28
176	Field Experiments. Journal of Economic Literature, 2004, 42, 1009-1055.	6.5	1,975
177	Examining the Role of Social Isolation on Stated Preferences. American Economic Review, 2004, 94, 741-752.	8.5	145
178	Neoclassical Theory Versus Prospect Theory: Evidence from the Marketplace. Econometrica, 2004, 72, 615-625.	4.2	605
179	Chasing the smokestack: strategic policymaking with multiple instruments. Regional Science and Urban Economics, 2004, 34, 387-410.	2.6	52
180	Examining Trends of Criteria Air Pollutants: Are the Effects of Governmental Intervention Transitory?. Environmental and Resource Economics, 2004, 29, 21-37.	3.2	36

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181	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
182	The Case of the Missing Pollution Haven Hypothesis. <i>Journal of Regulatory Economics</i> , 2004, 26, 239-262.	1.4	82
183	Young, Selfish and Male: Field Evidence of Social Preferences. <i>Economic Journal</i> , 2004, 114, 121-149.	3.6	155
184	The Hidden Costs and Returns of Incentives—Trust and Trustworthiness among Ceos. <i>Journal of the European Economic Association</i> , 2004, 2, 743-771.	3.5	467
185	The multiplier effect of globalization. <i>Economics Letters</i> , 2004, 83, 285-292.	1.9	10
186	Do causes of environmental problems affect Hicksian equivalent surplus? Evidence from the field. <i>Economics Letters</i> , 2004, 85, 157-162.	1.9	2
187	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.	4.4	98
188	Substitutability, experience, and the value disparity: evidence from the marketplace. <i>Journal of Environmental Economics and Management</i> , 2004, 47, 486-509.	4.7	22
189	Intellectual Property Rights, Environmental Regulations, and Foreign Direct Investment. <i>Land Economics</i> , 2004, 80, 153.	0.9	18
190	Using Random nth Price Auctions to Value Non-Market Goods and Services. <i>Journal of Regulatory Economics</i> , 2003, 23, 193-205.	1.4	33
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