

Richard J Zeckhauser

List of Publications by Year in descending order

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Version: 2024-02-01

154
papers

22,140
citations

31976

53
h-index

11308

136
g-index

154
all docs

154
docs citations

154
times ranked

12319
citing authors

#	ARTICLE	IF	CITATIONS
1	Status quo bias in decision making. <i>Journal of Risk and Uncertainty</i> , 1988, 1, 7-59.	1.5	3,939
2	Reputation systems. <i>Communications of the ACM</i> , 2000, 43, 45-48.	4.5	1,949
3	Earnings Management to Exceed Thresholds. <i>The Journal of Business</i> , 1999, 72, 1-33.	2.1	1,920
4	The online laboratory: conducting experiments in a real labor market. <i>Experimental Economics</i> , 2011, 14, 399-425.	2.1	1,245
5	An Economic Theory of Alliances. <i>Review of Economics and Statistics</i> , 1966, 48, 266.	4.3	1,053
6	Hot Hands in Mutual Funds: Short-Run Persistence of Relative Performance, 1974-1988. <i>Journal of Finance</i> , 1993, 48, 93-130.	5.1	794
7	The value of reputation on eBay: A controlled experiment. <i>Experimental Economics</i> , 2006, 9, 79-101.	2.1	771
8	Trust, risk and betrayal. <i>Journal of Economic Behavior and Organization</i> , 2004, 55, 467-484.	2.0	579
9	Assessing Dynamic Efficiency: Theory and Evidence. <i>Review of Economic Studies</i> , 1989, 56, 1-19.	5.4	513
10	Estimating the Returns to Insider Trading: A Performance-Evaluation Perspective. <i>Review of Economics and Statistics</i> , 2003, 85, 453-471.	4.3	453
11	Medical insurance: A case study of the tradeoff between risk spreading and appropriate incentives. <i>Journal of Economic Theory</i> , 1970, 2, 10-26.	1.1	450
12	Betrayal Aversion: Evidence from Brazil, China, Oman, Switzerland, Turkey, and the United States. <i>American Economic Review</i> , 2008, 98, 294-310.	8.5	425
13	The Efficient Allocation of Individuals to Positions. <i>Journal of Political Economy</i> , 1979, 87, 293-314.	4.5	399
14	Eliciting Informative Feedback: The Peer-Prediction Method. <i>Management Science</i> , 2005, 51, 1359-1373.	4.1	342
15	Economic Contests: Comparative Reward Schemes. <i>Journal of Labor Economics</i> , 1984, 2, 27-56.	2.8	324
16	Optimal Selling Strategies: When to Haggle, When to Hold Firm. <i>Quarterly Journal of Economics</i> , 1983, 98, 267.	8.6	309
17	Chapter 11 The anatomy of health insurance. <i>Handbook of Health Economics</i> , 2000, 1, 563-643.	0.2	300
18	Recommender systems for evaluating computer messages. <i>Communications of the ACM</i> , 1997, 40, 88-89.	4.5	289

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19	Price Differences in Almost Competitive Markets. Quarterly Journal of Economics, 1979, 93, 189.	8.6	272
20	Critical ratios and efficient allocation. Journal of Public Economics, 1973, 2, 147-157.	4.3	252
21	Where Now for Saving Lives?. Law and Contemporary Problems, 1976, 40, 5.	0.5	232
22	Survival versus Consumption. Management Science, 1984, 30, 423-439.	4.1	212
23	The Market for Evaluations. American Economic Review, 1999, 89, 564-584.	8.5	210
24	Company stock price reactions to the 2016 election shock: Trump, taxes, and trade. Journal of Financial Economics, 2018, 130, 428-451.	9.0	183
25	Willingness to Pay and the Distribution of Risk and Wealth. Journal of Political Economy, 1996, 104, 747-763.	4.5	171
26	The Reverse LBO Decision and Firm Performance: Theory and Evidence. Journal of Finance, 1993, 48, 1323-1348.	5.1	168
27	Aggregation of Heterogeneous Time Preferences. Journal of Political Economy, 2005, 113, 878-896.	4.5	156
28	Rank as an inherent incentive: Evidence from a field experiment. Journal of Public Economics, 2012, 96, 645-650.	4.3	151
29	The Optimal Consumption of Depletable Natural Resources. Quarterly Journal of Economics, 1975, 89, 371.	8.6	129
30	Predictors of patient preferences and treatment choices for localized prostate cancer. Cancer, 2008, 113, 2058-2067.	4.1	124
31	Action Bias and Environmental Decisions. Journal of Risk and Uncertainty, 2000, 21, 45-72.	1.5	119
32	The Perception and Valuation of the Risks of Climate Change: A Rational and Behavioral Blend. Climatic Change, 2006, 77, 151-177.	3.6	118
33	Trust and the Reference points for Trustworthiness in Gulf and Western Countries [*] . Quarterly Journal of Economics, 2010, 125, 811-828.	8.6	111
34	Sacrificing Civil Liberties to Reduce Terrorism Risks. Journal of Risk and Uncertainty, 2003, 26, 99-120.	1.5	101
35	Social Class and (Un)Ethical Behavior. Perspectives on Psychological Science, 2013, 8, 487-497.	9.0	101
36	Racial Profiling. Philosophy and Public Affairs, 2004, 32, 131-170.	2.0	95

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37	National survey evidence on disasters and relief: Risk beliefs, self-interest, and compassion. <i>Journal of Risk and Uncertainty</i> , 2006, 33, 13-36.	1.5	94
38	Overreaction to Fearsome Risks. <i>Environmental and Resource Economics</i> , 2011, 48, 435-449.	3.2	93
39	Reference Incomes, Loss Aversion, and Physician Behavior. <i>Review of Economics and Statistics</i> , 2003, 85, 909-922.	4.3	89
40	Amos Tversky and the Ascent of Behavioral Economics. <i>Journal of Risk and Uncertainty</i> , 1998, 16, 7-47.	1.5	88
41	High Stakes Decision Making: Normative, Descriptive and Prescriptive Considerations. <i>Marketing Letters</i> , 2002, 13, 259-268.	2.9	88
42	Social Comparisons in Ultimatum Bargaining. <i>Scandinavian Journal of Economics</i> , 2004, 106, 495-510.	1.4	88
43	Custom-made versus ready-to-wear treatments: Behavioral propensities in physicians' choices. <i>Journal of Health Economics</i> , 2007, 26, 1101-1127.	2.7	86
44	Congressional Vote Options. <i>Legislative Studies Quarterly</i> , 2003, 28, 387-411.	1.2	84
45	Extending the Theory to Meet the Practice of Insurance. <i>Brookings-Wharton Papers on Financial Services</i> , 2004, 2004, 1-53.	0.5	81
46	Artful paltering: The risks and rewards of using truthful statements to mislead others. <i>Journal of Personality and Social Psychology</i> , 2017, 112, 456-473.	2.8	81
47	The economics of catastrophes. <i>Journal of Risk and Uncertainty</i> , 1996, 12, 113-140.	1.5	79
48	The perils of prudence: How conservative risk assessments distort regulation. <i>Regulatory Toxicology and Pharmacology</i> , 1988, 8, 61-75.	2.7	69
49	Another Type of Risk Aversion. <i>Econometrica</i> , 1970, 38, 661.	4.2	66
50	Nonrational actors and financial market behavior. <i>Theory and Decision</i> , 1991, 31, 257-287.	1.0	66
51	Voting Systems, Honest Preferences and Pareto Optimality. <i>American Political Science Review</i> , 1973, 67, 934-946.	3.7	64
52	Restraining the Leviathan: property tax limitation in Massachusetts. <i>Journal of Public Economics</i> , 1999, 71, 313-334.	4.3	63
53	Horizon Length and Portfolio Risk. <i>Journal of Risk and Uncertainty</i> , 2002, 24, 195-212.	1.5	63
54	Private investment and government protection. <i>Journal of Risk and Uncertainty</i> , 2006, 33, 73-100.	1.5	62

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55	Linear Regression with Non-Normal Error Terms. Review of Economics and Statistics, 1970, 52, 280.	4.3	61
56	The J-Shape of Performance Persistence Given Survivorship Bias. Review of Economics and Statistics, 1997, 79, 161-166.	4.3	58
57	The effect of 1980s tort reform legislation on general liability and medical malpractice insurance. Journal of Risk and Uncertainty, 1993, 6, 165-186.	1.5	51
58	Owning, Using, and Renting: Some Simple Economics of the "Sharing Economy". Management Science, 2020, 66, 4152-4172.	4.1	49
59	Assessing Uncertainty in Intelligence. Intelligence and National Security, 2012, 27, 824-847.	0.6	47
60	The Dilemma of Government Responsiveness. Journal of Policy Analysis and Management, 1988, 7, 601.	1.4	44
61	Unequal Rewards to Firms: Stock Market Responses to the Trump Election and the 2017 Corporate Tax Reform. AEA Papers and Proceedings American Economic Association, 2018, 108, 590-596.	1.2	43
62	Political competition and debt trajectories in Japan and the OECD. Japan and the World Economy, 2002, 14, 121-135.	1.1	41
63	The "CAPS" Prediction System and Stock Market Returns*. Review of Finance, 2016, 20, 1363-1381.	6.3	41
64	Environmental policy choice under uncertainty. Journal of Environmental Economics and Management, 1976, 3, 97-112.	4.7	40
65	Paying to improve your chances: Gambling or insurance?. Journal of Risk and Uncertainty, 1991, 4, 329-338.	1.5	40
66	Enrollee mix, treatment intensity, and cost in competing indemnity and HMO plans. Journal of Health Economics, 2003, 22, 23-45.	2.7	40
67	Climate policy: hard problem, soft thinking. Climatic Change, 2012, 110, 507-521.	3.6	40
68	Advertising and Entry: The Case of Physician Services. Journal of Political Economy, 1990, 98, 476-500.	4.5	38
69	Long-term effects of interventions to improve survival in mixed populations. Journal of Chronic Diseases, 1980, 33, 413-433.	1.2	37
70	Policymaking for posterity. Journal of Risk and Uncertainty, 2008, 37, 115-140.	1.5	37
71	Dopamine and risk choices in different domains: Findings among serious tournament bridge players. Journal of Risk and Uncertainty, 2011, 43, 19-38.	1.5	36
72	Pushing incomes to reference points: Why do male doctors earn more?. Journal of Economic Behavior and Organization, 2007, 63, 514-536.	2.0	35

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73	Generic script share and the price of brand-name drugs: the role of consumer choice. <i>International Journal of Health Care Finance and Economics</i> , 2009, 9, 291-316.	1.2	35
74	Use Patterns for Depletable and Recycleable Resources. <i>Review of Economic Studies</i> , 1974, 41, 67.	5.4	33
75	The fatality and injury costs of expenditures. <i>Journal of Risk and Uncertainty</i> , 1994, 8, 19-41.	1.5	33
76	The disgust-promotes-disposal effect. <i>Journal of Risk and Uncertainty</i> , 2012, 44, 101-113.	1.5	33
77	When Managers Change Their Tone, Analysts and Investors Change Their Tune. <i>Financial Analysts Journal</i> , 2020, 76, 47-69.	3.0	33
78	Comments: Behavioral Versus Rational Economics: What You See is What You Conquer. <i>The Journal of Business</i> , 1986, 59, S435.	2.1	33
79	Discounting dilemmas: Editors'™ introduction. <i>Journal of Risk and Uncertainty</i> , 2008, 37, 95-106.	1.5	30
80	The methodology of normative policy analysis. <i>Journal of Policy Analysis and Management</i> , 2011, 30, 613-643.	1.4	30
81	The Performance of Market Index Futures Contracts. <i>Financial Analysts Journal</i> , 1983, 39, 59-65.	3.0	30
82	Preferred policies when there is a concern for probability of adoption. <i>Journal of Environmental Economics and Management</i> , 1981, 8, 215-237.	4.7	29
83	Budgets as Dynamic Gatekeepers. <i>Management Science</i> , 1996, 42, 642-658.	4.1	27
84	Handling and Mishandling Estimative Probability: Likelihood, Confidence, and the Search for Bin Laden. <i>Intelligence and National Security</i> , 2015, 30, 77-99.	0.6	25
85	The Relative Weights of Direct and Indirect Experiences in the Formation of Environmental Risk Beliefs. <i>Risk Analysis</i> , 2015, 35, 318-331.	2.7	24
86	Optimality in a World of Progress and Learning. <i>Review of Economic Studies</i> , 1968, 35, 363.	5.4	23
87	On the Degree of Confidence for Adverse Decisions. <i>Journal of Legal Studies</i> , 1996, 25, 27-52.	0.4	23
88	Human hunters and nonhuman predators: Fundamental differences. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2017, 114, 13-14.	7.1	23
89	Pecuniary redistribution through in-kind programs. <i>Journal of Public Economics</i> , 1994, 55, 19-40.	4.3	22
90	Amnesty, Enforcement, and Tax Policy. <i>Tax Policy and the Economy</i> , 1987, 1, 55-85.	0.7	21

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91	Pecuniary Externalities Do Matter when Contingent Claims Markets are Incomplete. Quarterly Journal of Economics, 1982, 97, 171.	8.6	20
92	Selection stories: Understanding movement across health plans. Journal of Health Economics, 2010, 29, 821-838.	2.7	20
93	Climate sensitivity uncertainty: when is good news bad?. Philosophical Transactions Series A, Mathematical, Physical, and Engineering Sciences, 2015, 373, 20150092.	3.4	19
94	Behavioral Consequences of Probabilistic Precision: Experimental Evidence from National Security Professionals. International Organization, 2017, 71, 803-826.	4.7	19
95	Mechanism design with multidimensional, continuous types and interdependent valuations. Journal of Economic Theory, 2007, 136, 476-496.	1.1	18
96	Combining Overlapping Information. Journal of the American Statistical Association, 1971, 66, 91-92.	3.1	17
97	The Productivity Potential of the Physician Assistant. Journal of Human Resources, 1974, 9, 95.	3.1	17
98	Health Insurance Exchanges â€” Making the Markets Work. New England Journal of Medicine, 2009, 361, 1135-1137.	27.0	16
99	Collective action in an asymmetric world. Journal of Public Economics, 2018, 158, 103-112.	4.3	16
100	Shunning uncertainty: The neglect of learning opportunities. Games and Economic Behavior, 2013, 79, 44-55.	0.8	15
101	Price Versus Quantity: Market-Clearing Mechanisms When Consumers are Uncertain about Quality. Journal of Risk and Uncertainty, 1998, 17, 215-243.	1.5	14
102	Regulating Ambiguous Risks: The Less than Rational Regulation of Pharmaceuticals. Journal of Legal Studies, 2015, 44, S387-S422.	0.4	14
103	Why Assessing Estimative Accuracy is Feasible and Desirable. Intelligence and National Security, 2016, 31, 178-200.	0.6	14
104	The Investment Returns of Nonprofit Organizations, Part I. Nonprofit Management and Leadership, 2014, 25, 41-57.	2.5	13
105	Restoring Natural Resources with Destination-Driven Costs. Journal of Environmental Economics and Management, 1998, 36, 225-242.	4.7	11
106	The menu-setting problem and subsidized prices: drug formulary illustration. Journal of Health Economics, 1999, 18, 523-550.	2.7	11
107	The Ecology of Risk Taking. Journal of Risk and Uncertainty, 2004, 28, 195-215.	1.5	11
108	Consumerism in Health Care: Challenges and Opportunities. AMA Journal of Ethics, 2013, 15, 988-992.	0.7	11

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109	Attacking the unknown weapons of a potential bomb builder: The impact of intelligence on the strategic interaction. <i>Games and Economic Behavior</i> , 2017, 104, 177-189.	0.8	11
110	Investment Flexibility and the Acceptance of Risk. <i>Journal of Economic Theory</i> , 1997, 76, 219-241.	1.1	10
111	Perfect and total altruism across the generations. <i>Journal of Risk and Uncertainty</i> , 2008, 37, 187-197.	1.5	10
112	Second Trimester Sunlight and Asthma: Evidence from Two Independent Studies. <i>American Journal of Health Economics</i> , 2017, 3, 227-253.	3.0	10
113	Taxes in fantasy, or most any tax on labor can turn out to help the laborers. <i>Journal of Public Economics</i> , 1977, 8, 133-150.	4.3	9
114	Paying the expected externality for a price quote achieves bargaining efficiency. <i>Economics Letters</i> , 1978, 1, 311-313.	1.9	9
115	Managing the quality of a resource with stock and flow controls. <i>Journal of Public Economics</i> , 2007, 91, 541-569.	4.3	9
116	Stock splits to profit insider trading: Lessons from an emerging market. <i>Journal of International Money and Finance</i> , 2017, 74, 69-87.	2.5	9
117	Analytic Confidence and Political Decision-Making: Theoretical Principles and Experimental Evidence From National Security Professionals. <i>Political Psychology</i> , 2018, 39, 1069-1087.	3.6	9
118	Regulation by generalization. <i>Regulation and Governance</i> , 2007, 1, 68-87.	2.9	8
119	Strategic sorting: the role of ordeals in health care. <i>Economics and Philosophy</i> , 2021, 37, 64-81.	0.3	8
120	Equilibrium with agglomeration economies. <i>Regional Science and Urban Economics</i> , 1995, 25, 249-260.	2.6	7
121	Selling Procedures with Private Information and Common Values. <i>Management Science</i> , 1996, 42, 220-231.	4.1	7
122	Probabilities and preferences: What economics can teach doctors and patients making difficult treatment decisions. <i>Urologic Oncology: Seminars and Original Investigations</i> , 2008, 26, 669-673.	1.6	7
123	The Investment Returns of Nonprofit Organizations, Part I. <i>Nonprofit Management and Leadership</i> , 2014, 25, 59-75.	2.5	7
124	Better predictions, better allocations: scientific advances and adaptation to climate change. <i>Philosophical Transactions Series A, Mathematical, Physical, and Engineering Sciences</i> , 2015, 373, 20150122.	3.4	7
125	Recollection Bias and Its Underpinnings: Lessons from Terrorism Risk Assessments. <i>Risk Analysis</i> , 2017, 37, 969-981.	2.7	7
126	Sunlight and Protection Against Influenza. <i>Economics and Human Biology</i> , 2021, 40, 100942.	1.7	7

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127	Grappling with Ignorance: Frameworks from Decision Theory, Lessons from Literature. Journal of Benefit-Cost Analysis, 2015, 6, 33-65.	1.2	6
128	Confronting an enemy with unknown preferences: Deterrer or provocateur?. European Journal of Political Economy, 2018, 54, 124-143.	1.8	6
129	Genetic Diagnosis: Implications for Medical Practice. International Journal of Technology Assessment in Health Care, 1989, 5, 579-600.	0.5	5
130	Communicating the health effects of consumer products: The case of moderate alcohol consumption and coronary heart disease. Managerial and Decision Economics, 1996, 17, 459-470.	2.5	5
131	Solomonic separation: Risk decisions as productivity indicators. Journal of Risk and Uncertainty, 2013, 46, 265-297.	1.5	5
132	Three prongs for prudent climate policy. Southern Economic Journal, 2020, 87, 3-29.	2.1	5
133	The Optimal Consumption of Depletable Natural Resources: An Elaboration, Correction, and Extension. Quarterly Journal of Economics, 1978, 92, 337.	8.6	4
134	Multidimensional bargains and the desirability of ex post inefficiency. Journal of Risk and Uncertainty, 1992, 5, 205-216.	1.5	3
135	Delayed compensation for lost income. Journal of Risk and Uncertainty, 1993, 7, 301-310.	1.5	3
136	Two crises and two Chinas. Japan and the World Economy, 1998, 10, 359-369.	1.1	3
137	Possibly-Final Offers. Journal of Economics and Management Strategy, 2006, 15, 789-819.	0.8	3
138	Provider choice of quality and surplus. International Journal of Health Care Finance and Economics, 2006, 6, 103-117.	1.2	3
139	Shared Price Trends: Evidence from U.S. Cities and OECD Countries. Journal of Business and Economic Statistics, 1990, 8, 179.	2.9	2
140	Screening budgets. Journal of Economic Behavior and Organization, 2006, 61, 351-374.	2.0	2
141	Rules and Standards When Compliance Costs Are Private Information. Journal of Legal Studies, 2014, 43, S297-S329.	0.4	2
142	Back Channel Negotiations and <i>Dangerous Waiting</i>. Negotiation Journal, 2018, 34, 297-307.	0.5	2
143	Thunder Versus Lightning: A Performance and Cost Analysis of the A-10 "Warthog" Versus the F-35 Joint Strike Fighter. Journal of Benefit-Cost Analysis, 2019, 10, 434-468.	1.2	2
144	DETERMINING THE QUALITIES OF A PUBLIC GOOD - A PARADIGM ON TOWN PARK LOCATION. Economic Inquiry, 1973, 11, 39-60.	1.8	1

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145	Conspicuous conservatism in risk choice. <i>Journal of Risk and Uncertainty</i> , 2007, 35, 1-16.	1.5	1
146	Variable temptations and black mark reputations. <i>Games and Economic Behavior</i> , 2014, 87, 70-90.	0.8	1
147	If Many Seek, Ye Shall Find: Search Externalities and New Goods. <i>American Economic Journal: Microeconomics</i> , 2017, 9, 42-73.	1.2	1
148	Irving Fisher, Victor Fuchs, and the Health Government Tangle. <i>American Journal of Economics and Sociology</i> , 2005, 64, 435-443.	0.8	0
149	Resource allocation when projects have ranges of increasing returns. <i>Journal of Risk and Uncertainty</i> , 2008, 37, 1-33.	1.5	0
150	Thomas Crombie Schelling (1921–2016). <i>Science</i> , 2017, 355, 800-800.	12.6	0
151	Howard Raiffa and Our Responsibility to Rationality. <i>Negotiation Journal</i> , 2017, 33, 329-332.	0.5	0
152	Enrollee outcomes after health insurance plan terminations: a diagnosis of default effects. <i>Behavioural Public Policy</i> , 2018, 2, 56-77.	2.4	0
153	Medicare Advantage: what explains its robust health?. <i>American Journal of Managed Care</i> , 2015, 21, 804-6.	1.1	0
154	A Tale of Probable Regions: A Statistical Fable. <i>Journal of Political Economy</i> , 1971, 79, 376-380.	4.5	0