

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	Strategic sorting: the role of ordeals in health care. <i>Economics and Philosophy</i> , 2021, 37, 64-81.	0.3	8
2	Sunlight and Protection Against Influenza. <i>Economics and Human Biology</i> , 2021, 40, 100942.	1.7	7
3	Three prongs for prudent climate policy. <i>Southern Economic Journal</i> , 2020, 87, 3-29.	2.1	5
4	When Managers Change Their Tone, Analysts and Investors Change Their Tune. <i>Financial Analysts Journal</i> , 2020, 76, 47-69.	3.0	33
5	Owning, Using, and Renting: Some Simple Economics of the "Sharing Economy". <i>Management Science</i> , 2020, 66, 4152-4172.	4.1	49
6	Thunder Versus Lightning: A Performance and Cost Analysis of the A-10 "Warthog" Versus the F-35 Joint Strike Fighter. <i>Journal of Benefit-Cost Analysis</i> , 2019, 10, 434-468.	1.2	2
7	Enrollee outcomes after health insurance plan terminations: a diagnosis of default effects. <i>Behavioural Public Policy</i> , 2018, 2, 56-77.	2.4	0
8	Collective action in an asymmetric world. <i>Journal of Public Economics</i> , 2018, 158, 103-112.	4.3	16
9	Confronting an enemy with unknown preferences: Deterrent or provocateur?. <i>European Journal of Political Economy</i> , 2018, 54, 124-143.	1.8	6
10	Company stock price reactions to the 2016 election shock: Trump, taxes, and trade. <i>Journal of Financial Economics</i> , 2018, 130, 428-451.	9.0	183
11	Back Channel Negotiations and <i>Dangerous Waiting</i>. <i>Negotiation Journal</i> , 2018, 34, 297-307.	0.5	2
12	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
13	Unequal Rewards to Firms: Stock Market Responses to the Trump Election and the 2017 Corporate Tax Reform. <i>AEA Papers and Proceedings American Economic Association</i> , 2018, 108, 590-596.	1.2	43
14	Recollection Bias and Its Underpinnings: Lessons from Terrorism Risk Assessments. <i>Risk Analysis</i> , 2017, 37, 969-981.	2.7	7
15	Thomas Crombie Schelling (1921-2016). <i>Science</i> , 2017, 355, 800-800.	12.6	0
16	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
17	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
18	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

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19	Artful paltering: The risks and rewards of using truthful statements to mislead others.. Journal of Personality and Social Psychology, 2017, 112, 456-473.	2.8	81
20	Behavioral Consequences of Probabilistic Precision: Experimental Evidence from National Security Professionals. International Organization, 2017, 71, 803-826.	4.7	19
21	If Many Seek, Ye Shall Find: Search Externalities and New Goods. American Economic Journal: Microeconomics, 2017, 9, 42-73.	1.2	1
22	Second Trimester Sunlight and Asthma: Evidence from Two Independent Studies. American Journal of Health Economics, 2017, 3, 227-253.	3.0	10
23	Howard Raiffa and Our Responsibility to Rationality. Negotiation Journal, 2017, 33, 329-332.	0.5	0
24	Why Assessing Estimative Accuracy is Feasible and Desirable. Intelligence and National Security, 2016, 31, 178-200.	0.6	14
25	The "CAPS" Prediction System and Stock Market Returns*. Review of Finance, 2016, 20, 1363-1381.	6.3	41
26	Grappling with Ignorance: Frameworks from Decision Theory, Lessons from Literature. Journal of Benefit-Cost Analysis, 2015, 6, 33-65.	1.2	6
27	Better predictions, better allocations: scientific advances and adaptation to climate change. Philosophical Transactions Series A, Mathematical, Physical, and Engineering Sciences, 2015, 373, 20150122.	3.4	7
28	Regulating Ambiguous Risks: The Less than Rational Regulation of Pharmaceuticals. Journal of Legal Studies, 2015, 44, S387-S422.	0.4	14
29	Climate sensitivity uncertainty: when is good news bad?. Philosophical Transactions Series A, Mathematical, Physical, and Engineering Sciences, 2015, 373, 20150092.	3.4	19
30	The Relative Weights of Direct and Indirect Experiences in the Formation of Environmental Risk Beliefs. Risk Analysis, 2015, 35, 318-331.	2.7	24
31	Handling and Mishandling Estimative Probability: Likelihood, Confidence, and the Search for Bin Laden. Intelligence and National Security, 2015, 30, 77-99.	0.6	25
32	Medicare Advantage: what explains its robust health?. American Journal of Managed Care, 2015, 21, 804-6.	1.1	0
33	The Investment Returns of Nonprofit Organizations, Part <sc>II</sc>. Nonprofit Management and Leadership, 2014, 25, 59-75.	2.5	7
34	The Investment Returns of Nonprofit Organizations, Part I. Nonprofit Management and Leadership, 2014, 25, 41-57.	2.5	13
35	Variable temptations and black mark reputations. Games and Economic Behavior, 2014, 87, 70-90.	0.8	1
36	Rules and Standards When Compliance Costs Are Private Information. Journal of Legal Studies, 2014, 43, S297-S329.	0.4	2

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37	Solomonic separation: Risk decisions as productivity indicators. <i>Journal of Risk and Uncertainty</i> , 2013, 46, 265-297.	1.5	5
38	Shunning uncertainty: The neglect of learning opportunities. <i>Games and Economic Behavior</i> , 2013, 79, 44-55.	0.8	15
39	Social Class and (Un)Ethical Behavior. <i>Perspectives on Psychological Science</i> , 2013, 8, 487-497.	9.0	101
40	Consumerism in Health Care: Challenges and Opportunities. <i>AMA Journal of Ethics</i> , 2013, 15, 988-992.	0.7	11
41	Assessing Uncertainty in Intelligence. <i>Intelligence and National Security</i> , 2012, 27, 824-847.	0.6	47
42	Rank as an inherent incentive: Evidence from a field experiment. <i>Journal of Public Economics</i> , 2012, 96, 645-650.	4.3	151
43	The disgust-promotes-disposal effect. <i>Journal of Risk and Uncertainty</i> , 2012, 44, 101-113.	1.5	33
44	Climate policy: hard problem, soft thinking. <i>Climatic Change</i> , 2012, 110, 507-521.	3.6	40
45	Overreaction to Fearsome Risks. <i>Environmental and Resource Economics</i> , 2011, 48, 435-449.	3.2	93
46	The online laboratory: conducting experiments in a real labor market. <i>Experimental Economics</i> , 2011, 14, 399-425.	2.1	1,245
47	Dopamine and risk choices in different domains: Findings among serious tournament bridge players. <i>Journal of Risk and Uncertainty</i> , 2011, 43, 19-38.	1.5	36
48	The methodology of normative policy analysis. <i>Journal of Policy Analysis and Management</i> , 2011, 30, 613-643.	1.4	30
49	Trust and the Reference points for Trustworthiness in Gulf and Western Countries [*] . <i>Quarterly Journal of Economics</i> , 2010, 125, 811-828.	8.6	111
50	Selection stories: Understanding movement across health plans. <i>Journal of Health Economics</i> , 2010, 29, 821-838.	2.7	20
51	Health Insurance Exchanges – Making the Markets Work. <i>New England Journal of Medicine</i> , 2009, 361, 1135-1137.	27.0	16
52	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
53	Resource allocation when projects have ranges of increasing returns. <i>Journal of Risk and Uncertainty</i> , 2008, 37, 1-33.	1.5	0
54	Polymaking for posterity. <i>Journal of Risk and Uncertainty</i> , 2008, 37, 115-140.	1.5	37

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55	Perfect and total altruism across the generations. <i>Journal of Risk and Uncertainty</i> , 2008, 37, 187-197.	1.5	10
56	Discounting dilemmas: Editors'™ introduction. <i>Journal of Risk and Uncertainty</i> , 2008, 37, 95-106.	1.5	30
57	Predictors of patient preferences and treatment choices for localized prostate cancer. <i>Cancer</i> , 2008, 113, 2058-2067.	4.1	124
58	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
59	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
60	Pushing incomes to reference points: Why do male doctors earn more?. <i>Journal of Economic Behavior and Organization</i> , 2007, 63, 514-536.	2.0	35
61	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
62	Regulation by generalization. <i>Regulation and Governance</i> , 2007, 1, 68-87.	2.9	8
63	Mechanism design with multidimensional, continuous types and interdependent valuations. <i>Journal of Economic Theory</i> , 2007, 136, 476-496.	1.1	18
64	Managing the quality of a resource with stock and flow controls. <i>Journal of Public Economics</i> , 2007, 91, 541-569.	4.3	9
65	Conspicuous conservatism in risk choice. <i>Journal of Risk and Uncertainty</i> , 2007, 35, 1-16.	1.5	1
66	Screening budgets. <i>Journal of Economic Behavior and Organization</i> , 2006, 61, 351-374.	2.0	2
67	Possibly-Final Offers. <i>Journal of Economics and Management Strategy</i> , 2006, 15, 789-819.	0.8	3
68	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
69	Private investment and government protection. <i>Journal of Risk and Uncertainty</i> , 2006, 33, 73-100.	1.5	62
70	The value of reputation on eBay: A controlled experiment. <i>Experimental Economics</i> , 2006, 9, 79-101.	2.1	771
71	The Perception and Valuation of the Risks of Climate Change: A Rational and Behavioral Blend. <i>Climatic Change</i> , 2006, 77, 151-177.	3.6	118
72	Provider choice of quality and surplus. <i>International Journal of Health Care Finance and Economics</i> , 2006, 6, 103-117.	1.2	3

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73	Eliciting Informative Feedback: The Peer-Prediction Method. <i>Management Science</i> , 2005, 51, 1359-1373.	4.1	342
74	Irving Fisher, Victor Fuchs, and the Health-Government Tangle. <i>American Journal of Economics and Sociology</i> , 2005, 64, 435-443.	0.8	0
75	Aggregation of Heterogeneous Time Preferences. <i>Journal of Political Economy</i> , 2005, 113, 878-896.	4.5	156
76	Extending the Theory to Meet the Practice of Insurance. <i>Brookings-Wharton Papers on Financial Services</i> , 2004, 2004, 1-53.	0.5	81
77	Social Comparisons in Ultimatum Bargaining. <i>Scandinavian Journal of Economics</i> , 2004, 106, 495-510.	1.4	88
78	The Ecology of Risk Taking. <i>Journal of Risk and Uncertainty</i> , 2004, 28, 195-215.	1.5	11
79	Trust, risk and betrayal. <i>Journal of Economic Behavior and Organization</i> , 2004, 55, 467-484.	2.0	579
80	Racial Profiling. <i>Philosophy and Public Affairs</i> , 2004, 32, 131-170.	2.0	95
81	Sacrificing Civil Liberties to Reduce Terrorism Risks. <i>Journal of Risk and Uncertainty</i> , 2003, 26, 99-120.	1.5	101
82	Congressional Vote Options. <i>Legislative Studies Quarterly</i> , 2003, 28, 387-411.	1.2	84
83	Enrollee mix, treatment intensity, and cost in competing indemnity and HMO plans. <i>Journal of Health Economics</i> , 2003, 22, 23-45.	2.7	40
84	Estimating the Returns to Insider Trading: A Performance-Evaluation Perspective. <i>Review of Economics and Statistics</i> , 2003, 85, 453-471.	4.3	453
85	Reference Incomes, Loss Aversion, and Physician Behavior. <i>Review of Economics and Statistics</i> , 2003, 85, 909-922.	4.3	89
86	Political competition and debt trajectories in Japan and the OECD. <i>Japan and the World Economy</i> , 2002, 14, 121-135.	1.1	41
87	Horizon Length and Portfolio Risk. <i>Journal of Risk and Uncertainty</i> , 2002, 24, 195-212.	1.5	63
88	High Stakes Decision Making: Normative, Descriptive and Prescriptive Considerations. <i>Marketing Letters</i> , 2002, 13, 259-268.	2.9	88
89	Action Bias and Environmental Decisions. <i>Journal of Risk and Uncertainty</i> , 2000, 21, 45-72.	1.5	119
90	Chapter 11 The anatomy of health insurance. <i>Handbook of Health Economics</i> , 2000, 1, 563-643.	0.2	300

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91	Reputation systems. <i>Communications of the ACM</i> , 2000, 43, 45-48.	4.5	1,949
92	Restraining the Leviathan: property tax limitation in Massachusetts. <i>Journal of Public Economics</i> , 1999, 71, 313-334.	4.3	63
93	The menu-setting problem and subsidized prices: drug formulary illustration. <i>Journal of Health Economics</i> , 1999, 18, 523-550.	2.7	11
94	Earnings Management to Exceed Thresholds. <i>The Journal of Business</i> , 1999, 72, 1-33.	2.1	1,920
95	The Market for Evaluations. <i>American Economic Review</i> , 1999, 89, 564-584.	8.5	210
96	Amos Tversky and the Ascent of Behavioral Economics. <i>Journal of Risk and Uncertainty</i> , 1998, 16, 7-47.	1.5	88
97	Price Versus Quantity: Market-Clearing Mechanisms When Consumers are Uncertain about Quality. <i>Journal of Risk and Uncertainty</i> , 1998, 17, 215-243.	1.5	14
98	Two crises and two Chinas. <i>Japan and the World Economy</i> , 1998, 10, 359-369.	1.1	3
99	Restoring Natural Resources with Destination-Driven Costs. <i>Journal of Environmental Economics and Management</i> , 1998, 36, 225-242.	4.7	11
100	The J-Shape of Performance Persistence Given Survivorship Bias. <i>Review of Economics and Statistics</i> , 1997, 79, 161-166.	4.3	58
101	Recommender systems for evaluating computer messages. <i>Communications of the ACM</i> , 1997, 40, 88-89.	4.5	289
102	Investment Flexibility and the Acceptance of Risk. <i>Journal of Economic Theory</i> , 1997, 76, 219-241.	1.1	10
103	Budgets as Dynamic Gatekeepers. <i>Management Science</i> , 1996, 42, 642-658.	4.1	27
104	Willingness to Pay and the Distribution of Risk and Wealth. <i>Journal of Political Economy</i> , 1996, 104, 747-763.	4.5	171
105	On the Degree of Confidence for Adverse Decisions. <i>Journal of Legal Studies</i> , 1996, 25, 27-52.	0.4	23
106	Selling Procedures with Private Information and Common Values. <i>Management Science</i> , 1996, 42, 220-231.	4.1	7
107	Communicating the health effects of consumer products: The case of moderate alcohol consumption and coronary heart disease. <i>Managerial and Decision Economics</i> , 1996, 17, 459-470.	2.5	5
108	The economics of catastrophes. <i>Journal of Risk and Uncertainty</i> , 1996, 12, 113-140.	1.5	79

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109	Equilibrium with agglomeration economies. <i>Regional Science and Urban Economics</i> , 1995, 25, 249-260.	2.6	7
110	The fatality and injury costs of expenditures. <i>Journal of Risk and Uncertainty</i> , 1994, 8, 19-41.	1.5	33
111	Pecuniary redistribution through in-kind programs. <i>Journal of Public Economics</i> , 1994, 55, 19-40.	4.3	22
112	The effect of 1980s tort reform legislation on general liability and medical malpractice insurance. <i>Journal of Risk and Uncertainty</i> , 1993, 6, 165-186.	1.5	51
113	Delayed compensation for lost income. <i>Journal of Risk and Uncertainty</i> , 1993, 7, 301-310.	1.5	3
114	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
115	The Reverse LBO Decision and Firm Performance: Theory and Evidence. <i>Journal of Finance</i> , 1993, 48, 1323-1348.	5.1	168
116	Multidimensional bargains and the desirability of ex post inefficiency. <i>Journal of Risk and Uncertainty</i> , 1992, 5, 205-216.	1.5	3
117	Paying to improve your chances: Gambling or insurance?. <i>Journal of Risk and Uncertainty</i> , 1991, 4, 329-338.	1.5	40
118	Nonrational actors and financial market behavior. <i>Theory and Decision</i> , 1991, 31, 257-287.	1.0	66
119	Advertising and Entry: The Case of Physician Services. <i>Journal of Political Economy</i> , 1990, 98, 476-500.	4.5	38
120	Shared Price Trends: Evidence from U.S. Cities and OECD Countries. <i>Journal of Business and Economic Statistics</i> , 1990, 8, 179.	2.9	2
121	Assessing Dynamic Efficiency: Theory and Evidence. <i>Review of Economic Studies</i> , 1989, 56, 1-19.	5.4	513
122	Genetic Diagnosis: Implications for Medical Practice. <i>International Journal of Technology Assessment in Health Care</i> , 1989, 5, 579-600.	0.5	5
123	The Dilemma of Government Responsiveness. <i>Journal of Policy Analysis and Management</i> , 1988, 7, 601.	1.4	44
124	Status quo bias in decision making. <i>Journal of Risk and Uncertainty</i> , 1988, 1, 7-59.	1.5	3,989
125	The perils of prudence: How conservative risk assessments distort regulation. <i>Regulatory Toxicology and Pharmacology</i> , 1988, 8, 61-75.	2.7	69
126	Amnesty, Enforcement, and Tax Policy. <i>Tax Policy and the Economy</i> , 1987, 1, 55-85.	0.7	21

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127	Comments: Behavioral Versus Rational Economics: What You See is What You Conquer. The Journal of Business, 1986, 59, S435.	2.1	33
128	Economic Contests: Comparative Reward Schemes. Journal of Labor Economics, 1984, 2, 27-56.	2.8	324
129	Survival versus Consumption. Management Science, 1984, 30, 423-439.	4.1	212
130	Optimal Selling Strategies: When to Haggle, When to Hold Firm. Quarterly Journal of Economics, 1983, 98, 267.	8.6	309
131	The Performance of Market Index Futures Contracts. Financial Analysts Journal, 1983, 39, 59-65.	3.0	30
132	Pecuniary Externalities Do Matter when Contingent Claims Markets are Incomplete. Quarterly Journal of Economics, 1982, 97, 171.	8.6	20
133	Preferred policies when there is a concern for probability of adoption. Journal of Environmental Economics and Management, 1981, 8, 215-237.	4.7	29
134	Long-term effects of interventions to improve survival in mixed populations. Journal of Chronic Diseases, 1980, 33, 413-433.	1.2	37
135	Price Differences in Almost Competitive Markets. Quarterly Journal of Economics, 1979, 93, 189.	8.6	272
136	The Efficient Allocation of Individuals to Positions. Journal of Political Economy, 1979, 87, 293-314.	4.5	399
137	The Optimal Consumption of Depletable Natural Resources: An Elaboration, Correction, and Extension. Quarterly Journal of Economics, 1978, 92, 337.	8.6	4
138	Paying the expected externality for a price quote achieves bargaining efficiency. Economics Letters, 1978, 1, 311-313.	1.9	9
139	Taxes in fantasy, or most any tax on labor can turn out to help the laborers. Journal of Public Economics, 1977, 8, 133-150.	4.3	9
140	Where Now for Saving Lives?. Law and Contemporary Problems, 1976, 40, 5.	0.5	232
141	Environmental policy choice under uncertainty. Journal of Environmental Economics and Management, 1976, 3, 97-112.	4.7	40
142	The Optimal Consumption of Depletable Natural Resources. Quarterly Journal of Economics, 1975, 89, 371.	8.6	129
143	The Productivity Potential of the Physician Assistant. Journal of Human Resources, 1974, 9, 95.	3.1	17
144	Use Patterns for Depletable and Recycleable Resources. Review of Economic Studies, 1974, 41, 67.	5.4	33

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145	DETERMINING THE QUALITIES OF A PUBLIC GOOD - A PARADIGM ON TOWN PARK LOCATION. <i>Economic Inquiry</i> , 1973, 11, 39-60.	1.8	1
146	Critical ratios and efficient allocation. <i>Journal of Public Economics</i> , 1973, 2, 147-157.	4.3	252
147	Voting Systems, Honest Preferences and Pareto Optimality. <i>American Political Science Review</i> , 1973, 67, 934-946.	3.7	64
148	Combining Overlapping Information. <i>Journal of the American Statistical Association</i> , 1971, 66, 91-92.	3.1	17
149	A Tale of Probable Regions: A Statistical Fable. <i>Journal of Political Economy</i> , 1971, 79, 376-380.	4.5	0
150	Another Type of Risk Aversion. <i>Econometrica</i> , 1970, 38, 661.	4.2	66
151	Linear Regression with Non-Normal Error Terms. <i>Review of Economics and Statistics</i> , 1970, 52, 280.	4.3	61
152	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
153	Optimality in a World of Progress and Learning. <i>Review of Economic Studies</i> , 1968, 35, 363.	5.4	23
154	An Economic Theory of Alliances. <i>Review of Economics and Statistics</i> , 1966, 48, 266.	4.3	1,053