

Klaus M Schmidt

List of Publications by Year in descending order

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62
papers

14,040
citations

201674

27
h-index

168389

53
g-index

63
all docs

63
docs citations

63
times ranked

7842
citing authors

#	ARTICLE	IF	CITATIONS
1	A Theory of Fairness, Competition, and Cooperation. Quarterly Journal of Economics, 1999, 114, 817-868.	8.6	8,441
2	Managerial Incentives and Product Market Competition. Review of Economic Studies, 1997, 64, 191.	5.4	781
3	Chapter 8 The Economics of Fairness, Reciprocity and Altruism – Experimental Evidence and New Theories. Handbook of the Economics of Giving, Altruism and Reciprocity, 2006, 1, 615-691.	0.2	575
4	Genome-wide association analyses of risk tolerance and risky behaviors in over 1 million individuals identify hundreds of loci and shared genetic influences. Nature Genetics, 2019, 51, 245-257.	21.4	536
5	Convertible Securities and Venture Capital Finance. Journal of Finance, 2003, 58, 1139-1166.	5.1	416
6	Fairness and Contract Design. Econometrica, 2007, 75, 121-154.	4.2	367
7	Option Contracts and Renegotiation: A Solution to the Hold-up Problem. RAND Journal of Economics, 1995, 26, 163.	2.3	350
8	The Costs and Benefits of Privatization: An Incomplete Contracts Approach. Journal of Law, Economics, and Organization, 1996, 12, 1-24.	1.5	272
9	Theories of Fairness and Reciprocity: Evidence and Economic Applications. , 0, , 208-257.		212
10	Inequality Aversion, Efficiency, and Maximin Preferences in Simple Distribution Experiments: Comment. American Economic Review, 2006, 96, 1912-1917.	8.5	208
11	Fairness and Incentives in a Multi-task Principal-Agent Model. Scandinavian Journal of Economics, 2004, 106, 453-474.	1.4	164
12	Sequential Investments and Options to Own. RAND Journal of Economics, 1998, 29, 633.	2.3	140
13	The interaction of explicit and implicit contracts. Economics Letters, 1995, 48, 193-199.	1.9	109
14	Incomplete contracts and privatization. European Economic Review, 1996, 40, 569-579.	2.3	103
15	Fairness, incentives, and contractual choices. European Economic Review, 2000, 44, 1057-1068.	2.3	101
16	<i>Pay What You Want</i> as a Marketing Strategy in Monopolistic and Competitive Markets. Management Science, 2015, 61, 1217-1236.	4.1	101
17	Adding a Stick to the Carrot? The Interaction of Bonuses and Fines. American Economic Review, 2007, 97, 177-181.	8.5	96
18	On inequity aversion: A reply to Binmore and Shaked. Journal of Economic Behavior and Organization, 2010, 73, 101-108.	2.0	93

#	ARTICLE	IF	CITATIONS
19	Screening, Competition, and Job Design: Economic Origins of Good Jobs. <i>American Economic Review</i> , 2012, 102, 834-864.	8.5	90
20	The political economy of mass privatization and the risk of expropriation. <i>European Economic Review</i> , 2000, 44, 393-421.	2.3	71
21	Reputation and Equilibrium Characterization in Repeated Games with Conflicting Interests. <i>Econometrica</i> , 1993, 61, 325.	4.2	70
22	Discrete-Time Approximations of the Holmstrom-Milgrom Brownian-Motion Model of Intertemporal Incentive Provision. <i>Econometrica</i> , 2002, 70, 2225-2264.	4.2	63
23	Fairness and the Optimal Allocation of Ownership Rights. <i>Economic Journal</i> , 2008, 118, 1262-1284.	3.6	54
24	Commitment through Incomplete Information in a Simple Repeated Bargaining Game. <i>Journal of Economic Theory</i> , 1993, 60, 114-139.	1.1	51
25	You Owe Me. <i>American Economic Review</i> , 2017, 107, 493-526.	8.5	44
26	Loss Aversion and Inefficient Renegotiation. <i>Review of Economic Studies</i> , 2015, 82, 297-332.	5.4	43
27	REFERENCE POINTS, SOCIAL NORMS, AND FAIRNESS IN CONTRACT RENEGOTIATIONS. <i>Journal of the European Economic Association</i> , 2015, 13, 98-129.	3.5	39
28	Privatization and Management Incentives in the Transition Period in Eastern Europe. <i>Journal of Comparative Economics</i> , 1993, 17, 264-287.	2.2	33
29	Reputation in Perturbed Repeated Games. <i>Journal of Economic Theory</i> , 1996, 69, 387-410.	1.1	32
30	Delegating pricing power to customers: Pay What You Want or Name Your Own Price?. <i>Journal of Economic Behavior and Organization</i> , 2017, 136, 125-140.	2.0	32
31	Fairness and Incentives in a Multi-Task Principal-Agent Model. <i>SSRN Electronic Journal</i> , 2004, , .	0.4	31
32	Social Preferences and Competition. <i>Journal of Money, Credit and Banking</i> , 2011, 43, 207-231.	1.6	26
33	JEEA-FBBVA Lecture 2012: USE AND ABUSE OF AUTHORITY: A BEHAVIORAL FOUNDATION OF THE EMPLOYMENT RELATION. <i>Journal of the European Economic Association</i> , 2013, 11, 711-742.	3.5	26
34	The Role of Equality, Efficiency, and Rawlsian Motives in Social Preferences: A Reply to Engelmann and Strobel. <i>SSRN Electronic Journal</i> , 2004, , .	0.4	25
35	Two tales on resale. <i>International Journal of Industrial Organization</i> , 2008, 26, 1448-1460.	1.2	23
36	Complementary Patents and Market Structure. <i>Journal of Economics and Management Strategy</i> , 2014, 23, 68-88.	0.8	22

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37	Public Subsidies for Open Source? Some Economic Policy Issues of the Software Market. SSRN Electronic Journal, 2002, , .	0.4	21
38	Methods of Privatization: Auctions, Bargaining, and Giveaways. , 1997, , 97-133.		19
39	Auctions versus negotiations: the effects of inefficient renegotiation. RAND Journal of Economics, 2017, 48, 647-672.	2.3	17
40	Der Markt für Venture Capital: Anreizprobleme, Governance Strukturen und staatliche Interventionen. Perspektiven Der Wirtschaftspolitik, 2002, 3, 235-255.	0.4	16
41	Discretion, Productivity, and Work Satisfaction. Journal of Institutional and Theoretical Economics, 2013, 169, 4.	0.2	12
42	Focusing climate negotiations on a uniform common commitment can promote cooperation. Proceedings of the National Academy of Sciences of the United States of America, 2021, 118, .	7.1	12
43	The Economics of Covenants as a Means of Efficient Creditor Protection. European Business Organization Law Review, 2006, 7, 89-94.	2.2	11
44	The Role of Experiments for the Development of Economic Theories. Perspektiven Der Wirtschaftspolitik, 2009, 10, 14-30.	0.4	10
45	Screening, Competition, and Job Design: Economic Origins of Good Jobs. SSRN Electronic Journal, 0, , .	0.4	10
46	Pay What You Want as a Marketing Strategy in Monopolistic and Competitive Markets. SSRN Electronic Journal, 2012, , .	0.4	10
47	Pay what you want as a pricing model for open access publishing?. Communications of the ACM, 2017, 60, 29-31.	4.5	10
48	Contributions of Oliver Hart and Bengt Holmström to Contract Theory. Scandinavian Journal of Economics, 2017, 119, 489-511.	1.4	9
49	Use and Abuse of Authority: A Behavioral Foundation of the Employment Relation. SSRN Electronic Journal, 2012, , .	0.4	8
50	Conditional Allocation of Control Rights in Venture Capital Finance. SSRN Electronic Journal, 2006, , .	0.4	7
51	Procurement with Unforeseen Contingencies. Management Science, 2020, 66, 2194-2212.	4.1	7
52	Competition and incentives. European Economic Review, 2017, 98, 111-125.	2.3	6
53	Reference Points in Renegotiations: The Role of Contracts and Competition. SSRN Electronic Journal, 2012, , .	0.4	4
54	Discretion, Productivity, and Work Satisfaction. SSRN Electronic Journal, 0, , .	0.4	2

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55	Delegating Pricing Power to Customers: Pay What You Want or Name Your Own Price?. SSRN Electronic Journal, 2015, , .	0.4	2
56	Bayesian implementation and rent extraction in a multi-dimensional procurement problem. International Journal of Industrial Organization, 2020, 70, 102521.	1.2	2
57	Loss Aversion and Ex Post Inefficient Renegotiation. SSRN Electronic Journal, 0, , .	0.4	2
58	The Role of Experiments for the Development of Economic Theories. SSRN Electronic Journal, 0, , .	0.4	1
59	Contract Renegotiation and Option Contracts. , 2002, , 432-436.		1
60	Paying for open access. Journal of Economic Behavior and Organization, 2022, 200, 273-286.	2.0	1
61	Buyer and seller data from pay what you want and name your own price laboratory markets. Data in Brief, 2017, 12, 513-517.	1.0	0
62	Das Design von Klimaschutzverhandlungen. Perspektiven Der Wirtschaftspolitik, 2021, 22, 4-16.	0.4	0