

Alexander L Brown

List of Publications by Year in descending order

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Version: 2024-02-01

25
papers

685
citations

759233

12
h-index

752698

20
g-index

25
all docs

25
docs citations

25
times ranked

517
citing authors

#	ARTICLE	IF	CITATIONS
1	Learning and Visceral Temptation in Dynamic Saving Experiments. Quarterly Journal of Economics, 2009, 124, 197-231.	8.6	119
2	To Review or Not to Review? Limited Strategic Thinking at the Movie Box Office. American Economic Journal: Microeconomics, 2012, 4, 1-26.	1.2	86
3	Why Do People Volunteer? An Experimental Analysis of Preferences for Time Donations. Management Science, 2019, 65, 1455-1468.	4.1	63
4	Behavioral models of managerial decision-making. Marketing Letters, 2012, 23, 405-421.	2.9	52
5	Estimating Structural Models of Equilibrium and Cognitive Hierarchy Thinking in the Field: The Case of Withheld Movie Critic Reviews. Management Science, 2013, 59, 733-747.	4.1	52
6	Resource reallocation capabilities in internal capital markets: The value of overcoming inertia. Strategic Management Journal, 2020, 41, 1365-1380.	7.3	49
7	Do Individuals Have Preferences Used in Macro-Finance Models? An Experimental Investigation. Management Science, 2014, 60, 939-958.	4.1	43
8	Social distance and quality ratings in charity choice. Journal of Behavioral and Experimental Economics, 2017, 66, 9-15.	1.2	42
9	Separated decisions. European Economic Review, 2018, 101, 20-34.	2.3	31
10	Behavior in a simplified stock market: the status quo bias, the disposition effect and the ostrich effect. Annals of Finance, 2009, 5, 1-14.	0.8	30
11	Small Victories: Creating Intrinsic Motivation in Task Completion and Debt Repayment. Journal of Marketing Research, 2015, 52, 768-783.	4.8	29
12	Evidence of general economic principles of bargaining and trade from 2,000 classroom experiments. Nature Human Behaviour, 2020, 4, 917-927.	12.0	18
13	COLLUSION FACILITATING AND COLLUSION BREAKING POWER OF SIMULTANEOUS ASCENDING AND DESCENDING PRICE AUCTIONS. Economic Inquiry, 2009, 47, 395-424.	1.8	16
14	The Effects of Relative Size, Profitability, and Growth on Corporate Capital Allocations. Journal of Management, 2017, 43, 2469-2496.	9.3	9
15	Does anonymity affect the willingness to accept and willingness to pay gap? A generalization of Plott and Zeiler. Experimental Economics, 2015, 18, 173-184.	2.1	8
16	When less information is good enough: experiments with global stag hunt games. Experimental Economics, 2018, 21, 527-548.	2.1	7
17	Playing the field in all-pay auctions. Experimental Economics, 2021, 24, 489-514.	2.1	7
18	The costs and benefits of symmetry in common-ownership allocation problems. Games and Economic Behavior, 2016, 96, 115-131.	0.8	6

#	ARTICLE	IF	CITATIONS
19	To Review or Not to Review? Limited Strategic Thinking at the Movie Box Office. SSRN Electronic Journal, 0, , .	0.4	6
20	Behavioral Models of Managerial Decision-Making. SSRN Electronic Journal, 0, , .	0.4	5
21	Search deterrence in experimental consumer goods markets. European Economic Review, 2018, 104, 167-184.	2.3	4
22	Benign vs. Self-Serving Information Reduction: Do Individuals Understand the Difference?. SSRN Electronic Journal, 0, , .	0.4	1
23	Games with continuous-time experimental protocols. , 2020, , .		1
24	Using Behavioral Economics to Identify Potential Managed Lane Users. Transportation Research Record, 2022, 2676, 144-158.	1.9	1
25	Breaking-up should not be hard to do! Designing contracts to avoid wars of attrition. European Economic Review, 2022, 143, 104059.	2.3	0