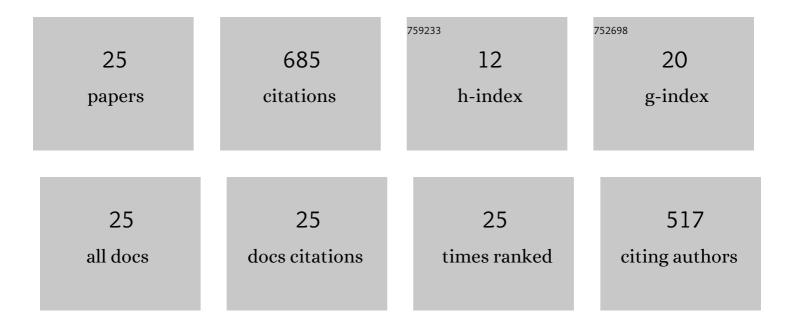
## Alexander L Brown

List of Publications by Year in descending order

Source: https://exaly.com/author-pdf/5068345/publications.pdf

Version: 2024-02-01



| #  | Article  | IF   | CITATIONS |
|----|--|------|-----------|
| 1  | Using Behavioral Economics to Identify Potential Managed Lane Users. Transportation Research<br>Record, 2022, 2676, 144-158.   | 1.9  | 1         |
| 2  | Breaking-up should not be hard to do! Designing contracts to avoid wars of attrition. European<br>Economic Review, 2022, 143, 104059.  | 2.3  | 0         |
| 3  | Playing the field in all-pay auctions. Experimental Economics, 2021, 24, 489-514.  | 2.1  | 7         |
| 4  | Evidence of general economic principles of bargaining and trade from 2,000 classroom experiments.<br>Nature Human Behaviour, 2020, 4, 917-927.                               | 12.0 | 18        |
| 5  | Resource reâ€allocation capabilities in internal capital markets: The value of overcoming inertia.<br>Strategic Management Journal, 2020, 41, 1365-1380.                     | 7.3  | 49        |
| 6  | Games with continuous-time experimental protocols. , 2020, , .   |      | 1         |
| 7  | Why Do People Volunteer? An Experimental Analysis of Preferences for Time Donations. Management<br>Science, 2019, 65, 1455-1468.   | 4.1  | 63        |
| 8  | Search deterrence in experimental consumer goods markets. European Economic Review, 2018, 104,<br>167-184.   | 2.3  | 4         |
| 9  | Separated decisions. European Economic Review, 2018, 101, 20-34.   | 2.3  | 31        |
| 10 | When less information is good enough: experiments with global stag hunt games. Experimental Economics, 2018, 21, 527-548.  | 2.1  | 7         |
| 11 | Social distance and quality ratings in charity choice. Journal of Behavioral and Experimental<br>Economics, 2017, 66, 9-15.  | 1.2  | 42        |
| 12 | The Effects of Relative Size, Profitability, and Growth on Corporate Capital Allocations. Journal of Management, 2017, 43, 2469-2496.  | 9.3  | 9         |
| 13 | The costs and benefits of symmetry in common-ownership allocation problems. Games and Economic Behavior, 2016, 96, 115-131.  | 0.8  | 6         |
| 14 | Small Victories: Creating Intrinsic Motivation in Task Completion and Debt Repayment. Journal of<br>Marketing Research, 2015, 52, 768-783.                                   | 4.8  | 29        |
| 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 | Do Individuals Have Preferences Used in Macro-Finance Models? An Experimental Investigation.<br>Management Science, 2014, 60, 939-958.                                       | 4.1  | 43        |
| 17 | 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        |
| 18 | To Review or Not to Review? Limited Strategic Thinking at the Movie Box Office. American Economic<br>Journal: Microeconomics, 2012, 4, 1-26.                                 | 1.2  | 86        |

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| #  | Article   | IF  | CITATIONS |
|----|---|-----|-----------|
| 19 | Behavioral models of managerial decision-making. Marketing Letters, 2012, 23, 405-421.  | 2.9 | 52        |
| 20 | Learning and Visceral Temptation in Dynamic Saving Experiments <sup>*</sup> . Quarterly Journal of Economics, 2009, 124, 197-231.                 | 8.6 | 119       |
| 21 | 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        |
| 22 | COLLUSION FACILITATING AND COLLUSION BREAKING POWER OF SIMULTANEOUS ASCENDING AND DESCENDING PRICE AUCTIONS. Economic Inquiry, 2009, 47, 395-424. | 1.8 | 16        |
| 23 | Behavioral Models of Managerial Decision-Making. SSRN Electronic Journal, 0, , .  | 0.4 | 5         |
| 24 | To Review or Not to Review? Limited Strategic Thinking at the Movie Box Office. SSRN Electronic<br>Journal, 0, , .                                | 0.4 | 6         |
| 25 | Benign vs. Self-Serving Information Reduction: Do Individuals Understand the Difference?. SSRN<br>Electronic Journal, 0, , .                      | 0.4 | 1         |