

Matthias Sutter

List of Publications by Year in descending order

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Version: 2024-02-01

181
papers

10,035
citations

47006

47
h-index

53230

85
g-index

184
all docs

184
docs citations

184
times ranked

6619
citing authors

#	ARTICLE	IF	CITATIONS
1	Grit increases strongly in early childhood and is related to parental background. <i>Scientific Reports</i> , 2022, 12, 3561.	3.3	1
2	Economic Preferences across Generations and Family Clusters: A Large-Scale Experiment in a Developing Country. <i>Journal of Political Economy</i> , 2022, 130, 2361-2410.	4.5	9
3	Generosity and cooperation across the life span: A lab-in-the-field study.. <i>Psychology and Aging</i> , 2021, 36, 108-118.	1.6	7
4	Political ideology, cooperation and national parochialism across 42 nations. <i>Philosophical Transactions of the Royal Society B: Biological Sciences</i> , 2021, 376, 20200146.	4.0	19
5	Psychological pressure and the right to determine the moves in dynamic tournaments – evidence from a natural field experiment. <i>Games and Economic Behavior</i> , 2021, 126, 278-287.	0.8	9
6	National parochialism is ubiquitous across 42 nations around the world. <i>Nature Communications</i> , 2021, 12, 4456.	12.8	42
7	On the value of second opinions: A credence goods field experiment. <i>Economics Letters</i> , 2021, 205, 109925.	1.9	2
8	The effects of language on patience: an experimental replication study of the linguistic-savings hypothesis in Austria. <i>Journal of the Economic Science Association</i> , 2021, 7, 88-97.	2.3	4
9	Collective intertemporal decisions and heterogeneity in groups. <i>Games and Economic Behavior</i> , 2021, 130, 131-147.	0.8	4
10	COVID-19 within families amplifies the prosociality gap between adolescents of high and low socioeconomic status. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2021, 118, .	7.1	12
11	Where to look for the morals in markets?. <i>Experimental Economics</i> , 2020, 23, 30-52.	2.1	37
12	To buy or not to buy? Price salience in an online shopping field experiment. <i>European Economic Review</i> , 2020, 130, 103593.	2.3	3
13	Nudging with your child's education. A field experiment on collecting municipal dues when enforcement is scant. <i>Economics Letters</i> , 2020, 191, 109116.	1.9	1
14	Children's heterogeneity in cooperation and parental background: An experimental study. <i>Journal of Economic Behavior and Organization</i> , 2020, 171, 286-296.	2.0	14
15	Measuring the Indirect Effects of Adverse Employer Behaviour on Worker Productivity: a field Experiment. <i>Economic Journal</i> , 2020, 130, 2546-2568.	3.6	18
16	Team Decision-Making. , 2020, , 1-25.		1
17	How uncertainty and ambiguity in tournaments affect gender differences in competitive behavior. <i>European Economic Review</i> , 2019, 118, 1-13.	2.3	17
18	Genome-wide association analyses of risk tolerance and risky behaviors in over 1 million individuals identify hundreds of loci and shared genetic influences. <i>Nature Genetics</i> , 2019, 51, 245-257.	21.4	536

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19	Gossip and the efficiency of interactions. <i>Games and Economic Behavior</i> , 2019, 113, 448-460.	0.8	25
20	Economic behavior of children and adolescents – A first survey of experimental economics results. <i>European Economic Review</i> , 2019, 111, 98-121.	2.3	134
21	Trust and communication in a property rights dilemma. <i>Journal of Economic Behavior and Organization</i> , 2018, 149, 413-433.	2.0	7
22	Language group differences in time preferences: Evidence from primary school children in a bilingual city. <i>European Economic Review</i> , 2018, 106, 21-34.	2.3	35
23	Social preferences in childhood and adolescence. A large-scale experiment to estimate primary and secondary motivations. <i>Journal of Economic Behavior and Organization</i> , 2018, 146, 16-30.	2.0	11
24	Closing the gender gap in competitiveness through priming. <i>Nature Communications</i> , 2018, 9, 4359.	12.8	33
25	ENDOGENOUS ROLE ASSIGNMENT AND TEAM PERFORMANCE. <i>International Economic Review</i> , 2018, 59, 1547-1569.	1.3	5
26	Second-degree Moral Hazard in a Real-World Credence Goods Market. <i>Economic Journal</i> , 2017, 127, 1-18.	3.6	55
27	On the nature of guilt aversion: Insights from a new methodology in the dictator game. <i>Journal of Behavioral and Experimental Finance</i> , 2017, 13, 9-15.	3.8	21
28	Gender differences in discrimination emerge early in life: Evidence from primary school children in a bilingual city. <i>Economics Letters</i> , 2017, 152, 15-18.	1.9	16
29	The Economics of Credence Goods – a Survey of Recent Lab and Field Experiments*. <i>CESifo Economic Studies</i> , 2017, 63, 1-23.	0.5	32
30	Market versus Residence Principle: Experimental Evidence on the Effects of a Financial Transaction Tax. <i>Economic Journal</i> , 2017, 127, F610-F631.	3.6	4
31	How Social Preferences Shape Incentives in (Experimental) Markets for Credence Goods. <i>Economic Journal</i> , 2017, 127, 393-416.	3.6	34
32	Cancelling out early age gender differences in competition: an analysis of policy interventions. <i>Experimental Economics</i> , 2016, 19, 412-432.	2.1	38
33	Cooperation and discrimination within and across language borders: Evidence from children in a bilingual city. <i>European Economic Review</i> , 2016, 90, 254-264.	2.3	48
34	Affirmative action or just discrimination? A study on the endogenous emergence of quotas. <i>Journal of Economic Behavior and Organization</i> , 2016, 127, 87-98.	2.0	28
35	Securing property rights: A dilemma experiment in Austria, Mexico, Mongolia, South Korea and the United States. <i>Journal of Public Economics</i> , 2016, 143, 115-124.	4.3	13
36	Market Design and Moral Behavior. <i>Management Science</i> , 2016, 62, 2615-2625.	4.1	70

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37	Insurance coverage of customers induces dishonesty of sellers in markets for credence goods. Proceedings of the National Academy of Sciences of the United States of America, 2016, 113, 7454-7458.	7.1	40
38	How strategic are children and adolescents? Experimental evidence from normal-form games. Journal of Economic Behavior and Organization, 2016, 128, 265-285.	2.0	20
39	Die Effizienz von Führung – Verhaltensökonomische Einsichten zur Bedeutung von Unsicherheit. , 2016, , 175-187.		2
40	How to measure time preferences in children: a comparison of two methods. Journal of the Economic Science Association, 2015, 1, 158-169.	2.3	33
41	The neural basis of deception in strategic interactions. Frontiers in Behavioral Neuroscience, 2015, 9, 27.	2.0	43
42	No myopic loss aversion in adolescents? – An experimental note. Journal of Economic Behavior and Organization, 2015, 111, 169-176.	2.0	7
43	Donations, risk attitudes and time preferences: A study on altruism in primary school children. Journal of Economic Behavior and Organization, 2015, 115, 67-74.	2.0	46
44	The hidden costs of tax evasion.. Journal of Public Economics, 2015, 129, 14-25.	4.3	19
45	Delay of gratification and the role of defaults – An experiment with kindergarten children. Economics Letters, 2015, 137, 21-24.	1.9	24
46	Gender Differences in the Willingness to Compete Emerge Early in Life and Persist. Management Science, 2015, 61, 2339-2354.	4.1	150
47	Strive to be first or avoid being last: An experiment on relative performance incentives. Games and Economic Behavior, 2015, 94, 39-56.	0.8	37
48	How Werner Götting's ultimatum game shaped our understanding of social behavior. Journal of Economic Behavior and Organization, 2014, 108, 292-318.	2.0	49
49	Car mechanics in the lab – Investigating the behavior of real experts on experimental markets for credence goods. Journal of Economic Behavior and Organization, 2014, 108, 166-173.	2.0	36
50	Revealed distributional preferences: Individuals vs. teams. Journal of Economic Behavior and Organization, 2014, 108, 319-330.	2.0	35
51	Third-party punishment increases cooperation in children through (misaligned) expectations and conditional cooperation. Proceedings of the National Academy of Sciences of the United States of America, 2014, 111, 6916-6921.	7.1	67
52	Experimental Games on Networks: Underpinnings of Behavior and Equilibrium Selection. Econometrica, 2014, 82, 1615-1670.	4.2	54
53	Leadership, Reward and Punishment in Sequential Public Goods Experiments. , 2014, , 133-157.		3
54	Social Learning in Beauty – Contest Games. Southern Economic Journal, 2014, 80, 586-613.	2.1	15

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55	Other-regarding preferences and management styles. <i>Journal of Economic Behavior and Organization</i> , 2013, 88, 109-132.	2.0	35
56	The influence of spouses on household decision making under risk: an experiment in rural China. <i>Experimental Economics</i> , 2013, 16, 383-401.	2.1	37
57	The development of egalitarianism, altruism, spite and parochialism in childhood and adolescence. <i>European Economic Review</i> , 2013, 64, 369-383.	2.3	192
58	Strategic sophistication of individuals and teams. Experimental evidence. <i>European Economic Review</i> , 2013, 64, 395-410.	2.3	29
59	Leveraging individual rationality <small>xmlns:xocs="http://www.elsevier.com/xml/xocs/dtd" xmlns:xs="http://www.w3.org/2001/XMLSchema" xmlns:xsi="http://www.w3.org/2001/XMLSchema-instance" xmlns="http://www.elsevier.com/xml/ja/dtd" xmlns:ja="http://www.elsevier.com/xml/ja/dtd" xmlns:mml="http://www.w3.org/1998/Math/MathML" xmlns:tb="http://www.elsevier.com/xml/common/table/dtd" xmlns:tbl_struct="http://www.elsevier.com/xml/common/struct-tbl/dtd" xmlns:ce="http://www.elsevier.com/x</small>	1.9	30
60	Equality, equity and incentives: An experiment. <i>European Economic Review</i> , 2013, 60, 32-51.	2.3	87
61	Shaping beliefs in experimental markets for expert services: Guilt aversion and the impact of promises and money-burning options. <i>Games and Economic Behavior</i> , 2013, 81, 145-164.	0.8	40
62	Teams Make You Smarter: How Exposure to Teams Improves Individual Decisions in Probability and Reasoning Tasks. <i>Management Science</i> , 2013, 59, 1255-1270.	4.1	83
63	What Drives Taxi Drivers? A Field Experiment on Fraud in a Market for Credence Goods. <i>Review of Economic Studies</i> , 2013, 80, 876-891.	5.4	149
64	Impatience and Uncertainty: Experimental Decisions Predict Adolescents' Field Behavior. <i>American Economic Review</i> , 2013, 103, 510-531.	8.5	428
65	What Do I Want and When Do I Want It: Brain Correlates of Decisions Made for Self and Other. <i>PLoS ONE</i> , 2013, 8, e73531.	2.5	19
66	Affirmative Action Policies Promote Women and Do Not Harm Efficiency in the Laboratory. <i>Science</i> , 2012, 335, 579-582.	12.6	218
67	Psychological Pressure in Competitive Environments: New Evidence from Randomized Natural Experiments. <i>Management Science</i> , 2012, 58, 1585-1591.	4.1	90
68	Groups Make Better Self-Interested Decisions. <i>Journal of Economic Perspectives</i> , 2012, 26, 157-176.	5.9	298
69	Competition Between Organizational Groups: Its Impact on Altruistic and Antisocial Motivations. <i>Management Science</i> , 2012, 58, 948-960.	4.1	106
70	Bubbles and Information: An Experiment. <i>Management Science</i> , 2012, 58, 384-393.	4.1	59
71	Household decision making in rural China: Using experiments to estimate the influences of spouses. <i>Journal of Economic Behavior and Organization</i> , 2012, 84, 525-536.	2.0	72
72	Distributional preferences and competitive behavior. <i>Journal of Economic Behavior and Organization</i> , 2012, 83, 125-135.	2.0	131

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73	Sabotage in Tournaments: Evidence from a Natural Experiment. <i>Kyklos</i> , 2012, 65, 425-441.	1.4	52
74	Group decision making under risk: An experiment with student couples. <i>Economics Letters</i> , 2012, 117, 691-693.	1.9	30
75	Social preferences during childhood and the role of gender and age " An experiment in Austria and Sweden. <i>Economics Letters</i> , 2011, 110, 248-251.	1.9	42
76	The benefits of voluntary leadership in experimental public goods games. <i>Economics Letters</i> , 2011, 112, 176-178.	1.9	103
77	The Economics of Credence Goods: An Experiment on the Role of Liability, Verifiability, Reputation, and Competition. <i>American Economic Review</i> , 2011, 101, 526-555.	8.5	232
78	What is for me is not for you: brain correlates of intertemporal choice for self and other. <i>Social Cognitive and Affective Neuroscience</i> , 2011, 6, 218-225.	3.0	139
79	Efficiency Gains from Team-Based Coordination"Large-Scale Experimental Evidence. <i>American Economic Review</i> , 2010, 100, 1892-1912.	8.5	72
80	Introduction to special issue "The Economics and Psychology of Football" <i>Journal of Economic Psychology</i> , 2010, 31, 155-157.	2.2	2
81	Choosing the Carrot or the Stick? Endogenous Institutional Choice in Social Dilemma Situations. <i>Review of Economic Studies</i> , 2010, 77, 1540-1566.	5.4	375
82	The economic consequences of a Tobin tax"An experimental analysis. <i>Journal of Economic Behavior and Organization</i> , 2010, 74, 58-71.	2.0	65
83	The Analysis of Incentives in Firms: An Experimental Approach. , 2010, , 221-241.		0
84	Individuals and teams in auctions. <i>Oxford Economic Papers</i> , 2009, 61, 380-394.	1.2	34
85	Group polarization in the team dictator game reconsidered. <i>Experimental Economics</i> , 2009, 12, 26-41.	2.1	162
86	Gender pairing and bargaining" Beware the same sex!. <i>Experimental Economics</i> , 2009, 12, 318-331.	2.1	95
87	Deception Through Telling the Truth?! Experimental Evidence from Individuals and Teams. <i>Economic Journal</i> , 2009, 119, 47-60.	3.6	284
88	Causes, Consequences, and Cures of Myopic Loss Aversion " An Experimental Investigation. <i>Economic Journal</i> , 2009, 119, 900-916.	3.6	87
89	Searching for a better deal " On the influence of group decision making, time pressure and gender on search behavior. <i>Journal of Economic Psychology</i> , 2009, 30, 1-10.	2.2	30
90	The excess burden of tax evasion"An experimental detection"concealment contest. <i>European Economic Review</i> , 2009, 53, 527-543.	2.3	17

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91	Communication, cooperation and collusion in team tournaments – An experimental study. Games and Economic Behavior, 2009, 66, 506-525.	0.8	115
92	Individual Behavior and Group Membership: Comment. American Economic Review, 2009, 99, 2247-2257.	8.5	131
93	Economics research in Canada: a long-run assessment of journal publications. Canadian Journal of Economics, 2008, 41, 22-45.	1.2	36
94	Is more information always better?. Journal of Economic Behavior and Organization, 2008, 65, 86-104.	2.0	66
95	Trust in cooperation or ability? An experimental study on gender differences. Economics Letters, 2008, 99, 494-497.	1.9	63
96	Conditional cooperation on three continents. Economics Letters, 2008, 101, 175-178.	1.9	257
97	Trading Agricultural Payment Entitlements: An Experimental Investigation of Bilateral Negotiations. American Journal of Agricultural Economics, 2008, 90, 1201-1207.	4.3	3
98	Individual Behavior and Group Membership: Comment. SSRN Electronic Journal, 2008, , .	0.4	9
99	Causes, Consequences, and Cures of Myopic Loss Aversion - An Experimental Investigation. SSRN Electronic Journal, 2008, , .	0.4	9
100	Leading by Example in a Public Goods Experiment with Heterogeneity and Incomplete Information. Journal of Conflict Resolution, 2007, 51, 793-818.	2.0	145
101	Are teams prone to myopic loss aversion? An experimental study on individual versus team investment behavior. Economics Letters, 2007, 97, 128-132.	1.9	92
102	Trust and trustworthiness across different age groups. Games and Economic Behavior, 2007, 59, 364-382.	0.8	387
103	Outcomes versus intentions: On the nature of fair behavior and its development with age. Journal of Economic Psychology, 2007, 28, 69-78.	2.2	155
104	Trust between individuals and groups: Groups are less trusting than individuals but just as trustworthy. Journal of Economic Psychology, 2007, 28, 646-657.	2.2	136
105	Bargaining Outside the Lab – A Newspaper Experiment of a Three-Person Ultimatum Game. Economic Journal, 2007, 117, 449-469.	3.6	177
106	Leading by example with and without exclusion power in voluntary contribution experiments. Journal of Public Economics, 2007, 91, 1023-1042.	4.3	289
107	Individual versus group behavior and the role of the decision making procedure in gift-exchange experiments. Empirica, 2007, 34, 63-88.	1.8	71
108	Does the Level of Information Matter for Traders? On the Usefulness of Information in Experimental Asset Markets. , 2007, , 251-256.		0

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109	Individual or team decision-makingâ€”Causes and consequences of self-selection. Games and Economic Behavior, 2006, 56, 259-270.	0.8	79
110	Endogenous versus exogenous allocation of prizes in teamsâ€”Theory and experimental evidence. Labour Economics, 2006, 13, 519-549.	1.7	19
111	Time is moneyâ€”Time pressure, incentives, and the quality of decision-making. Journal of Economic Behavior and Organization, 2006, 61, 375-392.	2.0	178
112	Voluntary versus Compulsory Solidarity: Theory and Experiment. Journal of Institutional and Theoretical Economics, 2006, 162, 347.	0.2	5
113	An experimental analysis of voting in the Stability and Growth Pact in the European Monetary Union. Public Choice, 2006, 129, 417-434.	1.7	7
114	Measuring productivity of research in economics: A cross-country study using DEA. Socio-Economic Planning Sciences, 2006, 40, 314-332.	5.0	86
115	The impact of real effort and emotions in the power-to-take game. Journal of Economic Psychology, 2005, 26, 407-429.	2.2	103
116	The Decision Maker Matters: Individual Versus Group Behaviour in Experimental Beautyâ€”Contest Games. Economic Journal, 2005, 115, 200-223.	3.6	270
117	TAX EVASION AND STATE PRODUCTIVITY-AN EXPERIMENTAL STUDY. Metroeconomica, 2005, 56, 85-100.	1.0	2
118	Individual and Collective Choice and Voting in Common Pool Resource Problem with Heterogeneous Actors. Environmental and Resource Economics, 2005, 32, 241-271.	3.2	44
119	Are four heads better than two? An experimental beauty-contest game with teams of different size. Economics Letters, 2005, 88, 41-46.	1.9	69
120	Are Four Heads Better than Two? An Experimental Beauty-Contest Game with Teams of Different Size. SSRN Electronic Journal, 2004, , .	0.4	8
121	Time is Money - Time Pressure, Incentives, and the Quality of Decision-making. SSRN Electronic Journal, 2004, , .	0.4	6
122	Age and the Development of Trust and Reciprocity. SSRN Electronic Journal, 2004, , .	0.4	13
123	An Experimental Test of the Public Goods Crowding Out Hypothesis when Taxation Is Endogenous. FinanzArchiv, 2004, 60, 94.	0.6	29
124	Favoritism of agents â€” The case of referees' home bias. Journal of Economic Psychology, 2004, 25, 461-469.	2.2	218
125	Patterns of co-authorship among economics departments in the USA. Applied Economics, 2004, 36, 327-333.	2.2	65
126	The Political Economy of Fiscal Policy: An Experimental Study on the Strategic Use of Deficits. Public Choice, 2003, 116, 313-332.	1.7	17

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127	Title is missing!. Public Choice, 2003, 116, 333-350.	1.7	35
128	Can the Stability and Growth Pact in EMU Cause Budget Deficit Cycles?. Empirica, 2003, 30, 25-38.	1.8	1
129	Taxation and the Veil of Ignorance â€” A Real Effort Experiment on the Laffer Curve. Public Choice, 2003, 115, 217-240.	1.7	53
130	Fairness in the Mail and Opportunism in the Internet: A Newspaper Experiment on Ultimatum Bargaining. German Economic Review, 2003, 4, 243-265.	1.1	56
131	Voting in EMU â€” An Experimental Study of Institutional Innovation and the Role of Communication in the Stability and Growth Pact. Journal of Common Market Studies, 2003, 41, 645-664.	2.1	5
132	On the effects of asymmetric and endogenous taxation in experimental public goods games. Economics Letters, 2003, 79, 59-67.	1.9	18
133	Bargaining under time pressure in an experimental ultimatum game. Economics Letters, 2003, 81, 341-347.	1.9	124
134	Investment and Bargaining in Joint Ventures: A Family Decision-Making Experiment. Journal of Institutional and Theoretical Economics, 2003, 159, 323.	0.2	4
135	Experimental â€”beauty contestsâ€” with homogeneous and heterogeneous players and with interior and boundary equilibria. Economics Letters, 2002, 74, 219-228.	1.9	45
136	Lack of standardization in informetric research: Reply. Scientometrics, 2002, 55, 329-331.	3.0	0
137	Public Bad Prevention by Majority Voting on Redistribution â€” Experimental Evidence. Group Decision and Negotiation, 2002, 11, 415-428.	3.3	3
138	Representation and Educational Background of European Economists in Top Journals of Economics. Empirica, 2002, 29, 275-288.	1.8	6
139	Hannu Nurmi, Voting Paradoxes and How to Deal with Them. Public Choice, 2001, 107, 194-197.	1.7	1
140	Power laws of research output. Evidence for journals of economics. Scientometrics, 2001, 51, 405-414.	3.0	28
141	The Institutional Concentration of Authors in Top Journals of Economics During the Last Two Decades. Economic Journal, 2001, 111, 405-421.	3.6	63
142	Tools for Evaluating Research Output. Evaluation Review, 2001, 25, 555-566.	1.0	37
143	Flexible Integration, EMU and Relative Voting Power in the EU. Public Choice, 2000, 104, 41-62.	1.7	8
144	Title is missing!. Public Choice, 2000, 102, 373-376.	1.7	4

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145	Fair Allocation and Re-Weighting of Votes and Voting Power in the EU before and after the Next Enlargement. <i>Journal of Theoretical Politics</i> , 2000, 12, 433-449.	0.4	29
146	A currency board for European Monetary Union outsiders. <i>Intereconomics</i> , 1996, 31, 131-138.	2.2	1
147	Efficiency Gains from Team-Based Coordination - Large-Scale Experimental Evidence. <i>SSRN Electronic Journal</i> , 0, , .	0.4	14
148	Credence Goods Markets and the Informational Value of New Media: A Natural Field Experiment. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
149	Competitiveness of Entrepreneurs and Salaried Workers. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
150	The Roots of Cooperation. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
151	Parental Paternalism and Patience. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
152	Improving Healthy Eating in Children: Experimental Evidence. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
153	Individuals and Teams in UMTS-License Auctions. <i>SSRN Electronic Journal</i> , 0, , .	0.4	9
154	Bubbles and Information: An Experiment. <i>SSRN Electronic Journal</i> , 0, , .	0.4	8
155	Efficiency Gains from Team-Based Coordination – Large-Scale Experimental Evidence. <i>SSRN Electronic Journal</i> , 0, , .	0.4	5
156	How Uncertainty and Ambiguity in Tournaments Affect Gender Differences in Competitive Behavior. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
157	Evaluating Intergenerational Persistence of Economic Preferences: A Large Scale Experiment with Families in Bangladesh. <i>SSRN Electronic Journal</i> , 0, , .	0.4	6
158	Are Economic Preferences Shaped by the Family Context? The Impact of Birth Order and Siblings'™ Sex Composition on Economic Preferences. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
159	Trustworthiness in the Financial Industry. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
160	Higher Order Risk Preferences: New Experimental Measures, Determinants and Field Behavior. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
161	Group Polarization in the Team Dictator Game Reconsidered. <i>SSRN Electronic Journal</i> , 0, , .	0.4	17
162	The Impact of Naïve Advice and Observational Learning in Beauty-Contest Games. <i>SSRN Electronic Journal</i> , 0, , .	0.4	10

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163	Tournaments for the Endogenous Allocating of Prizes Within Workteams - Theory and Experimental Evidence. SSRN Electronic Journal, 0, , .	0.4	0
164	Competition Between Organizational Groups: Its Impact on Altruistic and Anti-Social Motivations. SSRN Electronic Journal, 0, , .	0.4	5
165	An Experimental Study on the Effects of Communication, Credibility, and Clustering in Network Games. SSRN Electronic Journal, 0, , .	0.4	0
166	The Intrinsic Value of Decision Rights: A Note on Team vs Individual Decision-Making. SSRN Electronic Journal, 0, , .	0.4	1
167	Discrimination, Narratives and Family History: An Experiment with Jordanian Host and Syrian Refugee Children. SSRN Electronic Journal, 0, , .	0.4	1
168	Monetary and Social Incentives in Multi-Tasking: The Ranking Substitution Effect. SSRN Electronic Journal, 0, , .	0.4	0
169	Discrimination, Narratives and Family History: An Experiment with Jordanian Host and Syrian Refugee Children. SSRN Electronic Journal, 0, , .	0.4	0
170	Diagnostic Uncertainty and Insurance Coverage in Credence Goods Markets. SSRN Electronic Journal, 0, , .	0.4	0
171	Economic Preferences Across Generations and Family Clusters: A Large-Scale Experiment. SSRN Electronic Journal, 0, , .	0.4	3
172	Political Ideology, Cooperation, and National Parochialism Across 42 Nations. SSRN Electronic Journal, 0, , .	0.4	3
173	Reveal It or Conceal It: On the Value of Second Opinions in a Low-Entry-Barriers Credence Goods Market. SSRN Electronic Journal, 0, , .	0.4	0
174	Psychological Pressure and the Right to Determine the Moves in Dynamic Tournaments – Evidence From a Natural Field Experiment. SSRN Electronic Journal, 0, , .	0.4	0
175	Psychological Pressure and the Right to Determine the Moves in Dynamic Tournaments – Evidence from a Natural Field Experiment. SSRN Electronic Journal, 0, , .	0.4	0
176	Gender, Competition and the Efficiency of Policy Interventions. SSRN Electronic Journal, 0, , .	0.4	19
177	Gender Differences in Competition Emerge Early in Life. SSRN Electronic Journal, 0, , .	0.4	38
178	Household Decision Making and the Influence of Spouses' Income, Education, and Communist Party Membership: A Field Experiment in Rural China. SSRN Electronic Journal, 0, , .	0.4	15
179	Social Preferences in Childhood and Adolescence: A Large-Scale Experiment. SSRN Electronic Journal, 0, , .	0.4	10
180	The Good, the Bad and the Naive: Do Fair Prices Signal Good Types or Do They Induce Good Behaviour?. SSRN Electronic Journal, 0, , .	0.4	7

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181	The Effect of Language on Economic Behavior: Experimental Evidence from Children's Intertemporal Choices. SSRN Electronic Journal, 0, , .	0.4	12