

Ernst Fehr

List of Publications by Year in descending order

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110
papers

55,055
citations

17440

63
h-index

27406

106
g-index

116
all docs

116
docs citations

116
times ranked

25235
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	Altruistic punishment in humans. Nature, 2002, 415, 137-140.	27.8	5,351
3	Cooperation and Punishment in Public Goods Experiments. American Economic Review, 2000, 90, 980-994.	8.5	3,365
4	Oxytocin increases trust in humans. Nature, 2005, 435, 673-676.	27.8	3,218
5	The nature of human altruism. Nature, 2003, 425, 785-791.	27.8	2,932
6	Fairness and Retaliation: The Economics of Reciprocity. Journal of Economic Perspectives, 2000, 14, 159-182.	5.9	2,665
7	The Neural Basis of Altruistic Punishment. Science, 2004, 305, 1254-1258.	12.6	2,264
8	Are people conditionally cooperative? Evidence from a public goods experiment. Economics Letters, 2001, 71, 397-404.	1.9	2,103
9	Third-party punishment and social norms. Evolution and Human Behavior, 2004, 25, 63-87.	2.2	1,776
10	Redefine statistical significance. Nature Human Behaviour, 2018, 2, 6-10.	12.0	1,763
11	Social norms and human cooperation. Trends in Cognitive Sciences, 2004, 8, 185-190.	7.8	1,200
12	Strong reciprocity, human cooperation, and the enforcement of social norms. Human Nature, 2002, 13, 1-25.	1.6	1,160
13	Egalitarianism in young children. Nature, 2008, 454, 1079-1083.	27.8	1,104
14	Oxytocin Shapes the Neural Circuitry of Trust and Trust Adaptation in Humans. Neuron, 2008, 58, 639-650.	8.1	1,079
15	On the psychology of poverty. Science, 2014, 344, 862-867.	12.6	1,068
16	Reciprocity as a Contract Enforcement Device: Experimental Evidence. Econometrica, 1997, 65, 833.	4.2	882
17	Neuroeconomic Foundations of Economic Choice—Recent Advances. Journal of Economic Perspectives, 2011, 25, 3-30.	5.9	735
18	Detrimental effects of sanctions on human altruism. Nature, 2003, 422, 137-140.	27.8	701

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19	Social neuroeconomics: the neural circuitry of social preferences. Trends in Cognitive Sciences, 2007, 11, 419-427.	7.8	614
20	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
21	When Does "Economic Man" Dominate Social Behavior?. Science, 2006, 311, 47-52.	12.6	573
22	The neurobiology of rewards and values in social decision making. Nature Reviews Neuroscience, 2014, 15, 549-562.	10.2	564
23	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
24	Business culture and dishonesty in the banking industry. Nature, 2014, 516, 86-89.	27.8	510
25	On The Economics and Biology of Trust. Journal of the European Economic Association, 2009, 7, 235-266.	3.5	501
26	The Hidden Costs and Returns of Incentives – Trust and Trustworthiness among Ceos. Journal of the European Economic Association, 2004, 2, 743-771.	3.5	467
27	Human Motivation and Social Cooperation: Experimental and Analytical Foundations. Annual Review of Sociology, 2007, 33, 43-64.	6.1	452
28	Do Workers Work More if Wages Are High? Evidence from a Randomized Field Experiment. American Economic Review, 2007, 97, 298-317.	8.5	427
29	Evidence for Countercyclical Risk Aversion: An Experiment with Financial Professionals. American Economic Review, 2015, 105, 860-885.	8.5	410
30	Relational Contracts and the Nature of Market Interactions. Econometrica, 2004, 72, 747-780.	4.2	383
31	Fairness and Contract Design. Econometrica, 2007, 75, 121-154.	4.2	367
32	The Coevolution of Cultural Groups and Ingroup Favoritism. Science, 2008, 321, 1844-1849.	12.6	340
33	Does Money Illusion Matter?. American Economic Review, 2001, 91, 1239-1262.	8.5	302
34	Group Affiliation and Altruistic Norm Enforcement. American Economic Review, 2006, 96, 217-221.	8.5	293
35	Rethinking fast and slow based on a critique of reaction-time reverse inference. Nature Communications, 2015, 6, 7455.	12.8	268
36	A field study on cooperativeness and impatience in the Tragedy of the Commons. Journal of Public Economics, 2011, 95, 1144-1155.	4.3	257

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37	A Simple Mechanism for the Efficient Provision of Public Goods: Experimental Evidence. <i>American Economic Review</i> , 2000, 90, 247-264.	8.5	250
38	A Behavioral Account of the Labor Market: The Role of Fairness Concerns. <i>Annual Review of Economics</i> , 2009, 1, 355-384.	5.5	242
39	Linking Brain Structure and Activation in Temporoparietal Junction to Explain the Neurobiology of Human Altruism. <i>Neuron</i> , 2012, 75, 73-79.	8.1	234
40	The Lure of Authority: Motivation and Incentive Effects of Power. <i>American Economic Review</i> , 2013, 103, 1325-1359.	8.5	228
41	Human altruism: economic, neural, and evolutionary perspectives. <i>Current Opinion in Neurobiology</i> , 2004, 14, 784-790.	4.2	226
42	Normative foundations of human cooperation. <i>Nature Human Behaviour</i> , 2018, 2, 458-468.	12.0	215
43	Inequality Aversion, Efficiency, and Maximin Preferences in Simple Distribution Experiments: Comment. <i>American Economic Review</i> , 2006, 96, 1912-1917.	8.5	208
44	Neuroeconomic Foundations of Trust and Social Preferences: Initial Evidence. <i>American Economic Review</i> , 2005, 95, 346-351.	8.5	178
45	Egalitarianism and Competitiveness. <i>American Economic Review</i> , 2009, 99, 93-98.	8.5	172
46	SOCIAL COMPARISON AND EFFORT PROVISION: EVIDENCE FROM A FIELD EXPERIMENT. <i>Journal of the European Economic Association</i> , 2014, 12, 877-898.	3.5	166
47	Contracts as Reference Points – Experimental Evidence. <i>American Economic Review</i> , 2011, 101, 493-525.	8.5	164
48	The Intrinsic Value of Decision Rights. <i>Econometrica</i> , 2014, 82, 2005-2039.	4.2	163
49	Eyes are on us, but nobody cares: are eye cues relevant for strong reciprocity?. <i>Proceedings of the Royal Society B: Biological Sciences</i> , 2010, 277, 1315-1323.	2.6	148
50	Individual Irrationality and Aggregate Outcomes. <i>Journal of Economic Perspectives</i> , 2005, 19, 43-66.	5.9	144
51	Inferring on the Intentions of Others by Hierarchical Bayesian Learning. <i>PLoS Computational Biology</i> , 2014, 10, e1003810.	3.2	134
52	Spite and Development. <i>American Economic Review</i> , 2008, 98, 494-499.	8.5	112
53	The brain's functional network architecture reveals human motives. <i>Science</i> , 2016, 351, 1074-1078.	12.6	111
54	Spatial gradient in value representation along the medial prefrontal cortex reflects individual differences in prosociality. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2015, 112, 7851-7856.	7.1	108

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55	Limited Rationality and Strategic Interaction: The Impact of the Strategic Environment on Nominal Inertia. <i>Econometrica</i> , 2008, 76, 353-394.	4.2	107
56	A neural link between generosity and happiness. <i>Nature Communications</i> , 2017, 8, 15964.	12.8	104
57	Adding a Stick to the Carrot? The Interaction of Bonuses and Fines. <i>American Economic Review</i> , 2007, 97, 177-181.	8.5	96
58	Screening, Competition, and Job Design: Economic Origins of Good Jobs. <i>American Economic Review</i> , 2012, 102, 834-864.	8.5	90
59	Time Discounting and Wealth Inequality. <i>American Economic Review</i> , 2020, 110, 1177-1205.	8.5	86
60	A Common Mechanism Underlying Food Choice and Social Decisions. <i>PLoS Computational Biology</i> , 2015, 11, e1004371.	3.2	85
61	A registered replication study on oxytocin and trust. <i>Nature Human Behaviour</i> , 2020, 4, 646-655.	12.0	85
62	The value of vengeance and the demand for deterrence.. <i>Journal of Experimental Psychology: General</i> , 2014, 143, 2279-2286.	2.1	84
63	Anticipatory Anxiety Disrupts Neural Valuation during Risky Choice. <i>Journal of Neuroscience</i> , 2015, 35, 3085-3099.	3.6	78
64	The rise of affectivism. <i>Nature Human Behaviour</i> , 2021, 5, 816-820.	12.0	77
65	Female genital cutting is not a social coordination norm. <i>Science</i> , 2015, 349, 1446-1447.	12.6	72
66	Do High Stakes and Competition Undermine Fairness? Evidence from Russia. <i>SSRN Electronic Journal</i> , 2002, , .	0.4	70
67	Development of Behavioral Control and Associated vmPFC/DLPFC Connectivity Explains Children's Increased Resistance to Temptation in Intertemporal Choice. <i>Cerebral Cortex</i> , 2016, 26, 32-42.	2.9	67
68	The promise and the peril of using social influence to reverse harmful traditions. <i>Nature Human Behaviour</i> , 2020, 4, 55-68.	12.0	66
69	The many Faces of Human Sociality: Uncovering the Distribution and Stability of Social Preferences. <i>Journal of the European Economic Association</i> , 2019, 17, 1025-1069.	3.5	65
70	Changing cultural attitudes towards female genital cutting. <i>Nature</i> , 2016, 538, 506-509.	27.8	61
71	Combining Multiple Hypothesis Testing with Machine Learning Increases the Statistical Power of Genome-wide Association Studies. <i>Scientific Reports</i> , 2016, 6, 36671.	3.3	53
72	Big experimenter is watching you! Anonymity and prosocial behavior in the laboratory. <i>Games and Economic Behavior</i> , 2012, 75, 17-34.	0.8	48

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73	Irrational time allocation in decision-making. Proceedings of the Royal Society B: Biological Sciences, 2016, 283, 20151439.	2.6	44
74	The neural circuitry of affect-induced distortions of trust. Science Advances, 2019, 5, eaau3413.	10.3	44
75	No Effects of Psychosocial Stress on Intertemporal Choice. PLoS ONE, 2013, 8, e78597.	2.5	40
76	Assessing statistical significance in multivariable genome wide association analysis. Bioinformatics, 2016, 32, 1990-2000.	4.1	39
77	The risk of female genital cutting in Europe: Comparing immigrant attitudes toward uncut girls with attitudes in a practicing country. SSM - Population Health, 2017, 3, 283-293.	2.7	38
78	Motivated misremembering of selfish decisions. Nature Communications, 2020, 11, 2100.	12.8	36
79	On the psychology and economics of antisocial personality. Proceedings of the National Academy of Sciences of the United States of America, 2019, 116, 12781-12786.	7.1	32
80	Eye spots do not increase altruism in children. Evolution and Human Behavior, 2015, 36, 224-231.	2.2	31
81	Dopamine Receptor-Specific Contributions to the Computation of Value. Neuropsychopharmacology, 2018, 43, 1415-1424.	5.4	31
82	Computational and neurobiological foundations of leadership decisions. Science, 2018, 361, .	12.6	30
83	Dopaminergic D1 Receptor Stimulation Affects Effort and Risk Preferences. Biological Psychiatry, 2020, 87, 678-685.	1.3	29
84	From the lab to the real world. Science, 2015, 350, 512-513.	12.6	28
85	The puzzle of human cooperation. Nature, 2003, 421, 912-912.	27.8	27
86	JEEA-FBBVA Lecture 2012: USE AND ABUSE OF AUTHORITY: A BEHAVIORAL FOUNDATION OF THE EMPLOYMENT RELATION. Journal of the European Economic Association, 2013, 11, 711-742.	3.5	26
87	Egalitarian motive and altruistic punishment (reply). Nature, 2005, 433, E1-E2.	27.8	24
88	Social Preferences and the Brain. , 2014, , 193-218.		24
89	The social structure of cooperation and punishment. Behavioral and Brain Sciences, 2012, 35, 28-29.	0.7	23
90	Can we see inside? Predicting strategic behavior given limited information. Evolution and Human Behavior, 2013, 34, 258-264.	2.2	23

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91	Health effects on children's willingness to compete. <i>Experimental Economics</i> , 2012, 15, 58-70.	2.1	21
92	Does Money Illusion Matter?: Reply. <i>American Economic Review</i> , 2014, 104, 1063-1071.	8.5	20
93	Activation of D1 receptors affects human reactivity and flexibility to valued cues. <i>Neuropsychopharmacology</i> , 2020, 45, 780-785.	5.4	16
94	Limited Rationality and Strategic Interaction: The Impact of the Strategic Environment on Nominal Inertia. <i>Econometrica</i> , 2008, 76, 353-394.	4.2	16
95	Evidence for Countercyclical Risk Aversion: An Experiment with Financial Professionals. <i>SSRN Electronic Journal</i> , 0, , .	0.4	14
96	The slippery slope of dishonesty. <i>Nature Neuroscience</i> , 2016, 19, 1543-1544.	14.8	14
97	Other-Regarding Preferences and Redistributive Politics. <i>SSRN Electronic Journal</i> , 0, , .	0.4	13
98	Testing models at the neural level reveals how the brain computes subjective value. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2021, 118, .	7.1	12
99	Can people detect the trustworthiness of strangers based on their facial appearance?. <i>Evolution and Human Behavior</i> , 2022, 43, 296-303.	2.2	12
100	Preferences predict who commits crime among young men. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2022, 119, .	7.1	11
101	A Neural Mechanism of Strategic Social Choice under Sanction-Induced Norm Compliance. <i>ENeuro</i> , 2015, 2, ENEURO.0066-14.2015.	1.9	8
102	Behavioral Foundations of Corporate Culture. <i>SSRN Electronic Journal</i> , 0, , .	0.4	8
103	The uncertainty triangle – Uncovering heterogeneity in attitudes towards uncertainty. <i>Journal of Risk and Uncertainty</i> , 2020, 60, 125-156.	1.5	8
104	Intra-individual variability in task performance after cognitive training is associated with long-term outcomes in children. <i>Developmental Science</i> , 2023, 26, .	2.4	7
105	Selective participation may undermine replication attempts. <i>Nature</i> , 2019, 575, E1-E2.	27.8	6
106	The evolution of distorted beliefs vs. mistaken choices under asymmetric error costs. <i>Evolutionary Human Sciences</i> , 2020, 2, .	1.7	6
107	Does General Motivation Energize Financial Reward-Seeking Behavior? Evidence from an Effort Task. <i>PLoS ONE</i> , 2014, 9, e101936.	2.5	4
108	Reply to Schild et al.: Antisocial personality moderates the causal influence of costly punishment on trust and trustworthiness. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2020, 117, 9690-9691.	7.1	2

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109	The productivity of failures. Nature, 2004, 428, 701-701.	27.8	1
110	Other-Regarding Preferences and Redistributive Politics. SSRN Electronic Journal, 0, , .	0.4	1