

# Fabian Herweg

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/7120866/publications.pdf>

Version: 2024-02-01

26  
papers

560  
citations

933447

10  
h-index

713466

21  
g-index

27  
all docs

27  
docs citations

27  
times ranked

294  
citing authors

#	ARTICLE	IF	CITATIONS
1	Binary Payment Schemes: Moral Hazard and Loss Aversion. American Economic Review, 2010, 100, 2451-2477.	8.5	167
2	UNCERTAIN DEMAND, CONSUMER LOSS AVERSION, AND FLAT-RATE TARIFFS. Journal of the European Economic Association, 2013, 11, 399-432.	3.5	75
3	The expectation-based loss-averse newsvendor. Economics Letters, 2013, 120, 429-432.	1.9	55
4	Loss Aversion and Inefficient Renegotiation. Review of Economic Studies, 2015, 82, 297-332.	5.4	43
5	Price Discrimination in Input Markets: Downstream Entry and Efficiency. Journal of Economics and Management Strategy, 2012, 21, 773-799.	0.8	33
6	Price Discrimination in Input Markets: Quantity Discounts and Private Information. Economic Journal, 2014, 124, 776-804.	3.6	30
7	A comparison of regret theory and salience theory for decisions under risk. Journal of Economic Theory, 2021, 193, 105226.	1.1	21
8	Salience, competition, and decoy goods. Economics Letters, 2017, 153, 28-31.	1.9	17
9	Auctions versus negotiations: the effects of inefficient renegotiation. RAND Journal of Economics, 2017, 48, 647-672.	2.3	17
10	Performance of procrastinators: on the value of deadlines. Theory and Decision, 2011, 70, 329-366.	1.0	16
11	Discriminatory nonlinear pricing, fixed costs, and welfare in intermediate-goods markets. International Journal of Industrial Organization, 2016, 46, 107-136.	1.2	13
12	OPTIMAL COST OVERRUNS: PROCUREMENT AUCTIONS WITH RENEGOTIATION. International Economic Review, 2018, 59, 1995-2021.	1.3	13
13	Fighting collusion by permitting price discrimination. Economics Letters, 2016, 145, 148-151.	1.9	9
14	Incomplete contracting, renegotiation, and expectation-based loss aversion. Journal of Economic Behavior and Organization, 2018, 145, 176-201.	2.0	8
15	Overlapping efforts in the EU Emissions Trading System. Economics Letters, 2020, 193, 109323.	1.9	8
16	Procurement with Unforeseen Contingencies. Management Science, 2020, 66, 2194-2212.	4.1	7
17	Context-dependent preferences and retailing: Vertical restraints on internet sales. Journal of Behavioral and Experimental Economics, 2020, 87, 101556.	1.2	7
18	Relaxing competition through quality differentiation and price discrimination. Journal of Economics/ Zeitschrift Fur Nationalokonomie, 2012, 106, 1-26.	0.7	5

#	ARTICLE	IF	CITATIONS
19	Bait and ditch: Consumer naïveté and salesforce incentives. <i>Journal of Economics and Management Strategy</i> , 2020, 29, 97-121.	0.8	4
20	Saliency in Retailing: Vertical Restraints on Internet Sales. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
21	Overconfidence in the Markets for Lemons. <i>Scandinavian Journal of Economics</i> , 2016, 118, 354-371.	1.4	2
22	Bayesian implementation and rent extraction in a multi-dimensional procurement problem. <i>International Journal of Industrial Organization</i> , 2020, 70, 102521.	1.2	2
23	Uncertain Demand, Consumer Loss Aversion, and Flat-Rate Tariffs. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
24	Incomplete Contracting, Renegotiation, and Expectation-Based Loss Aversion. <i>SSRN Electronic Journal</i> , 2016, , .	0.4	1
25	Multi-attribute heuristics and intertemporal choices. <i>Journal of Economic Behavior and Organization</i> , 2022, 200, 174-181.	2.0	1
26	Saliency Bias and Overwork. <i>Games</i> , 2022, 13, 15.	0.6	0