

Fabian Herweg

List of Publications by Year in descending order

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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 | Saliency Bias and Overwork. <i>Games</i> , 2022, 13, 15. | 0.6 | 0 |
| 2 | Multi-attribute heuristics and intertemporal choices. <i>Journal of Economic Behavior and Organization</i> , 2022, 200, 174-181. | 2.0 | 1 |
| 3 | A comparison of regret theory and saliency theory for decisions under risk. <i>Journal of Economic Theory</i> , 2021, 193, 105226. | 1.1 | 21 |
| 4 | Bayesian implementation and rent extraction in a multi-dimensional procurement problem. <i>International Journal of Industrial Organization</i> , 2020, 70, 102521. | 1.2 | 2 |
| 5 | Procurement with Unforeseen Contingencies. <i>Management Science</i> , 2020, 66, 2194-2212. | 4.1 | 7 |
| 6 | Overlapping efforts in the EU Emissions Trading System. <i>Economics Letters</i> , 2020, 193, 109323. | 1.9 | 8 |
| 7 | Context-dependent preferences and retailing: Vertical restraints on internet sales. <i>Journal of Behavioral and Experimental Economics</i> , 2020, 87, 101556. | 1.2 | 7 |
| 8 | Bait and ditch: Consumer naïveté and salesforce incentives. <i>Journal of Economics and Management Strategy</i> , 2020, 29, 97-121. | 0.8 | 4 |
| 9 | Incomplete contracting, renegotiation, and expectation-based loss aversion. <i>Journal of Economic Behavior and Organization</i> , 2018, 145, 176-201. | 2.0 | 8 |
| 10 | OPTIMAL COST OVERRUNS: PROCUREMENT AUCTIONS WITH RENEGOTIATION. <i>International Economic Review</i> , 2018, 59, 1995-2021. | 1.3 | 13 |
| 11 | Saliency, competition, and decoy goods. <i>Economics Letters</i> , 2017, 153, 28-31. | 1.9 | 17 |
| 12 | Auctions versus negotiations: the effects of inefficient renegotiation. <i>RAND Journal of Economics</i> , 2017, 48, 647-672. | 2.3 | 17 |
| 13 | Incomplete Contracting, Renegotiation, and Expectation-Based Loss Aversion. <i>SSRN Electronic Journal</i> , 2016, , . | 0.4 | 1 |
| 14 | Discriminatory nonlinear pricing, fixed costs, and welfare in intermediate-goods markets. <i>International Journal of Industrial Organization</i> , 2016, 46, 107-136. | 1.2 | 13 |
| 15 | Fighting collusion by permitting price discrimination. <i>Economics Letters</i> , 2016, 145, 148-151. | 1.9 | 9 |
| 16 | Overconfidence in the Markets for Lemons. <i>Scandinavian Journal of Economics</i> , 2016, 118, 354-371. | 1.4 | 2 |
| 17 | Loss Aversion and Inefficient Renegotiation. <i>Review of Economic Studies</i> , 2015, 82, 297-332. | 5.4 | 43 |
| 18 | Price Discrimination in Input Markets: Quantity Discounts and Private Information. <i>Economic Journal</i> , 2014, 124, 776-804. | 3.6 | 30 |

| # | ARTICLE | IF | CITATIONS |
|----|---|-----|-----------|
| 19 | The expectation-based loss-averse newsvendor. <i>Economics Letters</i> , 2013, 120, 429-432. | 1.9 | 55 |
| 20 | UNCERTAIN DEMAND, CONSUMER LOSS AVERSION, AND FLAT-RATE TARIFFS. <i>Journal of the European Economic Association</i> , 2013, 11, 399-432. | 3.5 | 75 |
| 21 | Relaxing competition through quality differentiation and price discrimination. <i>Journal of Economics/ Zeitschrift Fur Nationalokonomie</i> , 2012, 106, 1-26. | 0.7 | 5 |
| 22 | Price Discrimination in Input Markets: Downstream Entry and Efficiency. <i>Journal of Economics and Management Strategy</i> , 2012, 21, 773-799. | 0.8 | 33 |
| 23 | Performance of procrastinators: on the value of deadlines. <i>Theory and Decision</i> , 2011, 70, 329-366. | 1.0 | 16 |
| 24 | Binary Payment Schemes: Moral Hazard and Loss Aversion. <i>American Economic Review</i> , 2010, 100, 2451-2477. | 8.5 | 167 |
| 25 | Uncertain Demand, Consumer Loss Aversion, and Flat-Rate Tariffs. <i>SSRN Electronic Journal</i> , 0, , . | 0.4 | 2 |
| 26 | Salience in Retailing: Vertical Restraints on Internet Sales. <i>SSRN Electronic Journal</i> , 0, , . | 0.4 | 4 |