

# Axel Ockenfels

## List of Publications by Year in descending order

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93  
papers

10,090  
citations

94433

37  
h-index

51608

86  
g-index

99  
all docs

99  
docs citations

99  
times ranked

4562  
citing authors

#	ARTICLE	IF	CITATIONS
1	ERC: A Theory of Equity, Reciprocity, and Competition. <i>American Economic Review</i> , 2000, 90, 166-193.	8.5	4,033
2	Last-Minute Bidding and the Rules for Ending Second-Price Auctions: Evidence from eBay and Amazon Auctions on the Internet. <i>American Economic Review</i> , 2002, 92, 1093-1103.	8.5	769
3	How Effective Are Electronic Reputation Mechanisms? An Experimental Investigation. <i>Management Science</i> , 2004, 50, 1587-1602.	4.1	549
4	Engineering Trust: Reciprocity in the Production of Reputation Information. <i>Management Science</i> , 2013, 59, 265-285.	4.1	303
5	Fair Procedures: Evidence from Games Involving Lotteries. <i>Economic Journal</i> , 2005, 115, 1054-1076.	3.6	282
6	Cooperation among strangers with limited information about reputation. <i>Journal of Public Economics</i> , 2005, 89, 1457-1468.	4.3	245
7	An experimental solidarity game. <i>Journal of Economic Behavior and Organization</i> , 1998, 34, 517-539.	2.0	237
8	Capacity Market Fundamentals. <i>Economics of Energy and Environmental Policy</i> , 2013, 2, .	1.4	223
9	Managers and Students as Newsvendors. <i>Management Science</i> , 2012, 58, 2225-2233.	4.1	219
10	Types and patterns: an experimental East-West-German comparison of cooperation and solidarity. <i>Journal of Public Economics</i> , 1999, 71, 275-287.	4.3	216
11	Late and multiple bidding in second price Internet auctions: Theory and evidence concerning different rules for ending an auction. <i>Games and Economic Behavior</i> , 2006, 55, 297-320.	0.8	210
12	Economics and Design of Capacity Markets for the Power Sector. <i>Zeitschrift für Energiewirtschaft</i> , 2012, 36, 113-134.	0.2	150
13	Still different after all these years: Solidarity behavior in East and West Germany. <i>Journal of Public Economics</i> , 2011, 95, 1373-1376.	4.3	139
14	Impulse balance equilibrium and feedback in first price auctions. <i>Games and Economic Behavior</i> , 2005, 51, 155-170.	0.8	115
15	Betrayal Aversion: Evidence from Brazil, China, Oman, Switzerland, Turkey, and the United States: Comment. <i>American Economic Review</i> , 2010, 100, 628-633.	8.5	99
16	Bonus Payments and Reference Point Violations. <i>Management Science</i> , 2015, 61, 1496-1513.	4.1	93
17	Inequality Aversion, Efficiency, and Maximin Preferences in Simple Distribution Experiments: Comment. <i>American Economic Review</i> , 2006, 96, 1906-1911.	8.5	89
18	Strategy and Equity: An ERC-Analysis of the "van Damme Game. <i>Journal of Mathematical Psychology</i> , 1998, 42, 215-226.	1.8	86

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19	Economics and design of balancing power markets in Germany. <i>International Journal of Electrical Power and Energy Systems</i> , 2014, 55, 392-401.	5.5	84
20	Social responsibility promotes conservative risk behavior. <i>European Economic Review</i> , 2015, 74, 109-127.	2.3	70
21	Surprising gifts: Theory and laboratory evidence. <i>Journal of Economic Theory</i> , 2015, 159, 163-208.	1.1	66
22	An Experimental Analysis of Ending Rules in Internet Auctions. <i>SSRN Electronic Journal</i> , 2003, , .	0.4	61
23	Similarity increases altruistic punishment in humans. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2013, 110, 19318-19323.	7.1	59
24	Is it all about the self? The effect of self-control depletion on ultimatum game proposers. <i>Frontiers in Human Neuroscience</i> , 2013, 7, 240.	2.0	59
25	Beliefs and ingroup favoritism. <i>Journal of Economic Behavior and Organization</i> , 2014, 108, 453-462.	2.0	59
26	Does Competition Promote Trust and Trustworthiness in Online Trading? An Experimental Study. <i>Journal of Management Information Systems</i> , 2008, 25, 145-170.	4.3	58
27	Measuring Motivations for the Reciprocal Responses Observed in a Simple Dilemma Game. <i>Experimental Economics</i> , 1998, 1, 207-219.	2.1	54
28	Buying a pig in a poke: An experimental study of unconditional veto power. <i>Journal of Economic Psychology</i> , 2007, 28, 692-703.	2.2	54
29	Measuring motivations for the reciprocal responses observed in a simple dilemma game. <i>Experimental Economics</i> , 1998, 1, 207-219.	2.1	54
30	An Experiment on the Hypothesis of Involuntary Truth-Signalling in Bargaining. <i>Games and Economic Behavior</i> , 2000, 33, 90-116.	0.8	52
31	Impulse balance in the newsvendor game. <i>Games and Economic Behavior</i> , 2014, 86, 237-247.	0.8	52
32	Wage transparency and performance: A real-effort experiment. <i>Economics Letters</i> , 2011, 111, 236-238.	1.9	51
33	A stress test of fairness measures in models of social utility. <i>Economic Theory</i> , 2005, 25, 957.	0.9	49
34	How Werner G&Auml;th's ultimatum game shaped our understanding of social behavior. <i>Journal of Economic Behavior and Organization</i> , 2014, 108, 292-318.	2.0	49
35	Price carbon "I will if you will. <i>Nature</i> , 2015, 526, 315-316.	27.8	48
36	Behavioral economic engineering. <i>Journal of Economic Psychology</i> , 2012, 33, 665-676.	2.2	47

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37	Fairness versus efficiency. <i>Journal of Economic Behavior and Organization</i> , 2003, 50, 465-475.	2.0	44
38	Trust among Internet Traders. <i>Analyse Und Kritik</i> , 2004, 26, 185-202.	0.7	39
39	Chapter 12 Online Auctions. <i>Handbooks in Information Systems</i> , 2006, , 571-628.	0.5	39
40	An International Carbon-Price Commitment Promotes Cooperation. <i>Economics of Energy and Environmental Policy</i> , 2015, 4, .	1.4	39
41	Trust in everyday life.. <i>Journal of Personality and Social Psychology</i> , 2021, 121, 95-114.	2.8	35
42	“Hiding behind a small cake” in a newspaper dictator game. <i>Journal of Economic Behavior and Organization</i> , 2012, 82, 82-85.	2.0	34
43	Set road charges in real time to ease traffic. <i>Nature</i> , 2018, 560, 23-25.	27.8	34
44	The dynamic interplay of inequality and trust—An experimental study. <i>Journal of Economic Behavior and Organization</i> , 2012, 81, 355-365.	2.0	31
45	What Motivates Paternalism? An Experimental Study. <i>American Economic Review</i> , 2021, 111, 787-830.	8.5	29
46	The agencies method for coalition formation in experimental games. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2012, 109, 20358-20363.	7.1	28
47	Engineering Trust - Reciprocity in the Production of Reputation Information. <i>SSRN Electronic Journal</i> , 2009, , .	0.4	27
48	Robust mechanism design and social preferences. <i>Journal of Public Economics</i> , 2017, 149, 59-80.	4.3	27
49	Market Design, Human Behavior, and Management. <i>Management Science</i> , 2021, 67, 5317-5348.	4.1	23
50	Borrow crisis tactics to get COVID-19 supplies to where they are needed. <i>Nature</i> , 2020, 582, 334-336.	27.8	23
51	Does laboratory trading mirror behavior in real world markets? Fair bargaining and competitive bidding on eBay. <i>Journal of Economic Behavior and Organization</i> , 2014, 97, 143-154.	2.0	22
52	How activating cognitive content shapes trust: A subliminal priming study. <i>Journal of Economic Psychology</i> , 2014, 41, 12-19.	2.2	21
53	Dispute Resolution or Escalation? The Strategic Gaming of Feedback Withdrawal Options in Online Markets. <i>Management Science</i> , 2018, 64, 4009-4031.	4.1	21
54	Fair Procedures: Evidence from Games Involving Lotteries. <i>SSRN Electronic Journal</i> , 2001, , .	0.4	20

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55	Strommarktdesign: Zur Ausgestaltung der Auktionsregeln an der EEX. Zeitschrift F&Auml;r Energiewirtschaft, 2008, 32, 147-161.	0.2	20
56	Timing of kindness â€“ Evidence from a field experiment. Journal of Economic Behavior and Organization, 2015, 111, 79-87.	2.0	19
57	Moral values and increasing stakes in a dictator game. Journal of Economic Psychology, 2016, 56, 107-115.	2.2	19
58	The Ethics of Incentivizing the Uninformed: A Vignette Study. American Economic Review, 2017, 107, 91-95.	8.5	19
59	Balancing Power Markets in Germany: Timing Matters. Zeitschrift F&Auml;r Energiewirtschaft, 2012, 36, 1-7.	0.2	18
60	Social Interaction Promotes Risk Taking in a Stag Hunt Game. German Economic Review, 2016, 17, 409-423.	1.1	18
61	The German 4G Spectrum Auction: Design and Behaviour. Economic Journal, 2017, 127, F305-F324.	3.6	18
62	Partnership dissolution mechanisms in the laboratory. Economics Letters, 2012, 117, 394-396.	1.9	17
63	Scale manipulation in dictator games. Journal of Economic Behavior and Organization, 2014, 97, 138-142.	2.0	17
64	An Evolutionary Analysis of Buyer Insurance and Seller Reputation in Online Markets. Theory and Decision, 2007, 63, 265-282.	1.0	16
65	Pricing externalities and moral behaviour. Nature Sustainability, 2020, 3, 872-877.	23.7	16
66	The coevolution of morality and legal institutions: an indirect evolutionary approach. Journal of Institutional Economics, 2005, 1, 155-174.	1.5	14
67	Sharing Guilt: How Better Access to Information May Backfire. Management Science, 2019, 65, 3322-3336.	4.1	14
68	Das Klimaschutzprogramm der Bundesregierung: Eine Wende der deutschen Klimapolitik?. Perspektiven Der Wirtschaftspolitik, 2020, 21, 4-18.	0.4	14
69	Information value and externalities in reputation building. International Journal of Industrial Organization, 2011, 29, 23-33.	1.2	13
70	A shared identity promotes herding in an information cascade game. Journal of the Economic Science Association, 2018, 4, 63-72.	2.3	13
71	Impulse Balance and Multipleâ€­Period Feedback in the Newsvendor Game. Production and Operations Management, 2015, 24, 1901-1906.	3.8	12
72	Policy Briefâ€­”Translating the Collective Climate Goal Into a Common Climate Commitment. Review of Environmental Economics and Policy, 2017, 11, 165-171.	7.0	12

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73	Focusing climate negotiations on a uniform common commitment can promote cooperation. Proceedings of the National Academy of Sciences of the United States of America, 2021, 118, .	7.1	12
74	Bringing the efficiency of electricity market mechanisms to multimodal mobility across congested transportation systems. Transportation Research, Part A: Policy and Practice, 2020, 131, 58-69.	4.2	11
75	Marktdesign und Experimentelle Wirtschaftsforschung. Perspektiven Der Wirtschaftspolitik, 2009, 10, 31-53.	0.4	9
76	Design von Informationsfeedback in Regelenenergiemärkten. Zeitschrift für Energiewirtschaft, 2011, 35, 249-256.	0.2	9
77	Negotiating Reputations. , 0, , 223-238.		9
78	Marktdesign für eine resiliente Impfstoff-produktion. Perspektiven Der Wirtschaftspolitik, 2021, 22, 259-269.	0.4	8
79	Payment in challenge studies from an economics perspective. Journal of Medical Ethics, 2020, 46, 831-832.	1.8	8
80	Large but diminishing effects of climate action nudges under rising costs. Nature Human Behaviour, 2022, 6, 1381-1385.	12.0	8
81	Retributive Responses. Journal of Conflict Resolution, 2001, 45, 453-469.	2.0	7
82	Die Mutter aller Kooperationsprobleme. Zeitschrift für Wirtschaftspolitik, 2019, 68, 122-130.	0.2	6
83	Chapter 55 Testing Theories of Other-regarding Behavior: A Sequence of Four Laboratory Studies. Handbook of Experimental Economics Results, 2008, , 488-499.	0.2	5
84	Market Engineering: A Research Agenda. , 2008, , 1-15.		5
85	On the Design of Simple Multi-unit Online Auctions. , 2008, , 68-71.		5
86	Ending Rules in Internet Auctions. , 2013, , 324-344.		5
87	Ein Vergleich ausgewählter europäischer Strombörsen. Zeitschrift für Energiewirtschaft, 2008, 32, 162-170.	0.2	4
88	Who Is the Best at Making Decisions?. International Commerce Review, 2010, 9, 48-57.	0.2	4
89	Leveraging social relationships and transparency in the insider game. Journal of the Economic Science Association, 2016, 2, 127-143.	2.3	4
90	Internet Auctions. , 2012, , .		2

#	ARTICLE	IF	CITATIONS
91	Social Behavior in Economic Games. , 2010, , 185-202.		2
92	Call for Papersâ€™Management Science Special Issue on the Human-Algorithm Connection. Management Science, 2022, 68, 7-8.	4.1	2
93	Games as frames. Journal of Economic Behavior and Organization, 2020, 172, 97-106.	2.0	0