

# Gilles Grolleau

## List of Publications by Year in descending order

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Version: 2024-02-01

72  
papers

1,868  
citations

361413  
20  
h-index

289244  
40  
g-index

72  
all docs

72  
docs citations

72  
times ranked

1785  
citing authors

#	ARTICLE	IF	CITATIONS
1	Social Norms and Pro-environmental Behavior: A Review of the Evidence. <i>Ecological Economics</i> , 2017, 140, 1-13.	5.7	502
2	Cheating and Loss Aversion: Do People Cheat More to Avoid a Loss?. <i>Management Science</i> , 2016, 62, 3428-3438.	4.1	109
3	Can Ecolabeling Schemes Preserve the Environment?. <i>Environmental and Resource Economics</i> , 2008, 40, 233-249.	3.2	94
4	Designing watershed programs to pay farmers for water quality services: Case studies of Munich and New York City. <i>Ecological Economics</i> , 2012, 76, 87-94.	5.7	87
5	Green not (only) for profit: An empirical examination of the effect of environmental-related standards on employees' recruitment. <i>Resources and Energy Economics</i> , 2012, 34, 74-92.	2.5	74
6	Buy local, pollute less: What drives households to join a community supported farm?. <i>Ecological Economics</i> , 2009, 68, 1488-1495.	5.7	72
7	Environmental investments: Too much of a good thing?. <i>International Journal of Production Economics</i> , 2018, 197, 297-302.	8.9	56
8	Smug Alert! Exploring self-licensing behavior in a cheating game. <i>Economics Letters</i> , 2014, 123, 191-194.	1.9	53
9	What drives agrifood firms to register for an Environmental Management System?. <i>European Review of Agricultural Economics</i> , 2007, 34, 233-255.	3.1	49
10	Helping eco-labels to fulfil their promises. <i>Climate Policy</i> , 2016, 16, 792-802.	5.1	49
11	Do good deeds make bad people?. <i>European Journal of Law and Economics</i> , 2016, 42, 491-513.	1.1	40
12	Can Labelling Policies Do More Harm Than Good? An Analysis Applied to Environmental Labelling Schemes. <i>European Journal of Law and Economics</i> , 2005, 19, 5-16.	1.1	35
13	Contracting for Environmental Property Rights: The Case of Vittel. <i>Economica</i> , 2008, 75, 412-434.	1.6	34
14	Shall we pay all? An experimental test of Random Incentivized Systems. <i>Journal of Behavioral and Experimental Economics</i> , 2018, 73, 93-98.	1.2	31
15	Cause-related marketing of products with a negative externality. <i>Journal of Business Research</i> , 2016, 69, 4321-4330.	10.2	29
16	Substituting piracy with a pay-what-you-want option: does it make sense?. <i>European Journal of Law and Economics</i> , 2014, 37, 277-297.	1.1	26
17	Too much of a good thing? Why altruism can harm the environment?. <i>Ecological Economics</i> , 2009, 68, 2145-2149.	5.7	25
18	Does advertising the green benefits of products contribute to sustainable development goals? A quasi-experimental test of the dilution effect. <i>Business Strategy and the Environment</i> , 2019, 28, 786-793.	14.3	25

#	ARTICLE	IF	CITATIONS
19	Profiting from Being Pirated by "Pirating" the Pirates. <i>Kyklos</i> , 2008, 61, 385-390.	1.4	22
20	Is Business Performance Related to the Adoption of Quality and Environmental-Related Standards?. <i>Environmental and Resource Economics</i> , 2013, 54, 525-548.	3.2	21
21	Fair trading in markets for credence goods. <i>Intereconomics</i> , 2001, 36, 208-214.	2.2	20
22	The Impact of Envy-Related Behaviors on Development. <i>Journal of Economic Issues</i> , 2009, 43, 795-808.	0.8	20
23	Behavioral innovations: The missing capital in sustainable development?. <i>Ecological Economics</i> , 2013, 89, 187-195.	5.7	20
24	What in the Word! The Scope for the Effect of Word Choice on Economic Behavior. <i>Kyklos</i> , 2018, 71, 557-580.	1.4	20
25	Harnessing the power of identity to encourage farmers to protect the environment. <i>Environmental Science and Policy</i> , 2019, 93, 112-117.	4.9	20
26	Using Money to Motivate Both "Saints" and "Sinners": a Field Experiment on Motivational Crowding Out. <i>Kyklos</i> , 2013, 66, 63-77.	1.4	19
27	Coopetition in innovation activities and firms' economic performance: An empirical analysis. <i>Creativity and Innovation Management</i> , 2020, 29, 85-98.	3.3	18
28	Do you believe that others are more positional than you? Results from an empirical survey on positional concerns in France. <i>Journal of Socio-Economics</i> , 2012, 41, 48-54.	1.0	17
29	Efficiency, equality, positionality: What do people maximize? Experimental vs. hypothetical evidence from Tunisia. <i>Journal of Economic Psychology</i> , 2015, 47, 77-84.	2.2	17
30	Impact Investing: Killing Two Birds with One Stone?. <i>Financial Analysts Journal</i> , 2020, 76, 40-52.	3.0	17
31	Does self-employment contribute to national happiness?. <i>Journal of Socio-Economics</i> , 2012, 41, 670-676.	1.0	15
32	The "make or buy" decision in private environmental transactions. <i>European Journal of Law and Economics</i> , 2009, 27, 79-99.	1.1	13
33	Is there a relationship between workplace atmosphere and innovation activities? An empirical analysis among French firms. <i>Economics of Innovation and New Technology</i> , 2013, 22, 566-580.	3.4	13
34	Compensation and Rewards for Environmental Services (CRES) and efficient design of contracts in developing countries. Behavioral insights from a natural field experiment. <i>Ecological Economics</i> , 2015, 113, 85-96.	5.7	13
35	How a luxury monopolist might benefit from the aspirational utility effect of counterfeiting?. <i>European Journal of Law and Economics</i> , 2013, 36, 169-182.	1.1	12
36	Are individuals more generous in loss contexts?. <i>Social Choice and Welfare</i> , 2020, 55, 845-866.	0.8	12

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37	Why companies might undercommunicate their efforts for sustainable development and what can be done?. <i>Business Strategy and the Environment</i> , 2022, 31, 1938-1946.	14.3	12
38	Escaping the Zero-Sum Game of Positional Races. <i>Kyklos</i> , 2012, 65, 464-479.	1.4	11
39	The strategy of raising counterfeiters' costs in luxury markets. <i>European Journal of Law and Economics</i> , 2012, 33, 645-661.	1.1	11
40	Moral self-licencing and social dilemmas: an experimental analysis from a taking game in Madagascar. <i>Applied Economics</i> , 2018, 50, 2980-2991.	2.2	11
41	Does the Identifiable Victim Effect Matter for Plants? Results From a Quasi-experimental Survey of French Farmers. <i>Ecological Economics</i> , 2018, 151, 106-113.	5.7	8
42	How to turn crowding-out into crowding-in? An innovative instrument and some law-related examples. <i>European Journal of Law and Economics</i> , 2019, 48, 417-438.	1.1	8
43	Let's call a spade a spade, not a gardening tool: How euphemisms shape moral judgement in corporate social responsibility domains. <i>Journal of Business Research</i> , 2021, 131, 254-267.	10.2	8
44	How Cognitive Biases Can Affect the Performance of Eco-Labeling Schemes. <i>Journal of Agricultural and Food Industrial Organization</i> , 2009, 7, .	1.3	7
45	Does activating legacy concerns make farmers more likely to support conservation programmes?. <i>Journal of Environmental Economics and Policy</i> , 2021, 10, 115-129.	2.5	7
46	L'écotiquetage des produits est-il crédible? Proposition d'un cadre d'analyse. <i>Revue D'economie Regionale Et Urbaine</i> , 2004, juillet, 369-390.	0.2	7
47	Environmental management practices: good or bad news for innovations delivering environmental benefits? The moderating effect of market characteristics. <i>Economics of Innovation and New Technology</i> , 2015, 24, 339-359.	3.4	6
48	The Impact of Monitoring and Sanctions on Cheating: Experimental Evidence from Tunisia. <i>Managerial and Decision Economics</i> , 2016, 37, 461-473.	2.5	6
49	Do You Prefer Having More or More than Others in the Workplace? A Quasi-experimental Survey in Algeria. <i>Managerial and Decision Economics</i> , 2017, 38, 595-606.	2.5	6
50	Changing the world with words? Euphemisms in climate change issues. <i>Ecological Economics</i> , 2022, 193, 107307.	5.7	6
51	Do people contribute more to intra-temporal or inter-temporal public goods?. <i>Research in Economics</i> , 2016, 70, 186-195.	0.8	5
52	Positional concerns and framing effects in financial preferences. <i>Quarterly Review of Economics and Finance</i> , 2018, 68, 183-189.	2.7	5
53	DO WE NEED MORE TIME TO GIVE LESS? EXPERIMENTAL EVIDENCE FROM TUNISIA. <i>Bulletin of Economic Research</i> , 2018, 70, 400-409.	1.1	5
54	Proliferation and content diversity of environmental claims: an explanatory analysis applied to agro-food products. <i>Applied Economics Letters</i> , 2002, 9, 343-346.	1.8	5

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55	A reference point bias in judging cheaters. <i>Journal of Economic Psychology</i> , 2022, 89, 102485.	2.2	5
56	Overcomplying for profit. <i>Environmental Economics and Policy Studies</i> , 2005, 6, 267-269.	2.0	4
57	Are individuals with entrepreneurial characteristics more likely to engage in destruction? An experimental investigation among potential 21 st century entrepreneurs in Tunisia. <i>Bulletin of Economic Research</i> , 2020, 72, 33-49.	1.1	4
58	An empirical analysis of the relationship between innovation activities and job satisfaction among French firms. <i>Journal of Vocational Behavior</i> , 2022, 133, 103689.	3.4	4
59	Scandals. <i>Organizational Dynamics</i> , 2021, 50, 100783.	2.6	3
60	Les "kilomètres alimentaires": de la compréhension du concept à la complexité de la réalité. <i>Revue D'economie Régionale Et Urbaine</i> , 2010, décembre, 899-911.	0.2	3
61	Work Recognition and Labor Productivity: Evidence from French Data. <i>Managerial and Decision Economics</i> , 2015, 36, 508-516.	2.5	2
62	Moral judgment of environmental harm caused by a single versus multiple wrongdoers: A survey experiment. <i>Ecological Economics</i> , 2020, 170, 106586.	5.7	2
63	When More Is Not Better: Three Common Mistakes in Health Messaging Interventions. <i>Journal of Health Politics, Policy and Law</i> , 2020, 45, 143-152.	1.9	2
64	The effect of distance on the moral judgment of environmental wrongdoings. <i>Business Strategy and the Environment</i> , 2023, 32, 1504-1512.	14.3	2
65	Biodiversity conservation through private initiative: the case of Earth Sanctuaries Ltd. <i>European Journal of Law and Economics</i> , 2015, 40, 293-312.	1.1	1
66	THE INTERPLAY OF INEQUALITY AND REFERENCE DEPENDENCE WITH TRUST AN EXPERIMENTAL STUDY. <i>Bulletin of Economic Research</i> , 2016, 68, 117-123.	1.1	1
67	Attracting employees in developing countries through corporate social responsibility initiatives. <i>Strategic Change</i> , 2019, 28, 255-258.	4.1	1
68	Letting offenders choose their punishment?. <i>Kyklos</i> , 0, , .	1.4	1
69	Is a "Bad Individual"™ more Condemnable than Several "Bad Individuals"™? Examining the Scope-severity Paradox. <i>Review of Law and Economics</i> , 2020, , .	0.3	0
70	How Relative Concerns Affect Unethical Behaviors. <i>Journal of Economic Issues</i> , 2021, 55, 939-953.	0.8	0
71	The unexpected power of negative awards. <i>Kyklos</i> , 2022, 75, 385-393.	1.4	0
72	Does NGO Origin Influence Moral Judgment? A Study of the Attitudes of Algerian Participants Toward Foreign NGOs. <i>Nonprofit and Voluntary Sector Quarterly</i> , 2023, 52, 514-528.	1.9	0