

# Stephen V Burks

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/9347616/publications.pdf>

Version: 2024-02-01

24  
papers

1,955  
citations

567281

15  
h-index

839539

18  
g-index

26  
all docs

26  
docs citations

26  
times ranked

1587  
citing authors

#	ARTICLE	IF	CITATIONS
1	Cognitive skills affect economic preferences, strategic behavior, and job attachment. Proceedings of the National Academy of Sciences of the United States of America, 2009, 106, 7745-7750.	7.1	514
2	Playing both roles in the trust game. Journal of Economic Behavior and Organization, 2003, 51, 195-216.	2.0	201
3	The Value of Hiring through Employee Referrals *. Quarterly Journal of Economics, 2015, 130, 805-839.	8.6	183
4	The effect of stakes in distribution experiments. Economics Letters, 2005, 86, 393-398.	1.9	159
5	Overconfidence and Social Signalling. Review of Economic Studies, 2013, 80, 949-983.	5.4	142
6	Obesity is associated with the future risk of heavy truck crashes among newly recruited commercial drivers. Accident Analysis and Prevention, 2012, 49, 378-384.	5.7	93
7	Nonadherence with Employer-Mandated Sleep Apnea Treatment and Increased Risk of Serious Truck Crashes. Sleep, 2016, 39, 967-975.	1.1	90
8	Which measures of time preference best predict outcomes: Evidence from a large-scale field experiment. Journal of Economic Behavior and Organization, 2012, 84, 308-320.	2.0	83
9	Toward the integration of personality theory and decision theory in explaining economic behavior: An experimental investigation. Journal of Behavioral and Experimental Economics, 2016, 64, 122-137.	1.2	80
10	Performance pay and worker cooperation: Evidence from an artefactual field experiment. Journal of Economic Behavior and Organization, 2009, 70, 458-469.	2.0	71
11	A Multimethod Approach to Identifying Norms and Normative Expectations Within a Corporate Hierarchy: Evidence from the Financial Services Industry. Management Science, 2012, 58, 203-217.	4.1	67
12	Self-selection and variations in the laboratory measurement of other-regarding preferences across subject pools: evidence from one college student and two adult samples. Experimental Economics, 2013, 16, 170-189.	2.1	67
13	COMPARING STUDENTS TO WORKERS: THE EFFECTS OF SOCIAL FRAMING ON BEHAVIOR IN DISTRIBUTION GAMES. Research in Experimental Economics, 0, , 261-289.	0.2	56
14	Cognitive skills, personality, and economic preferences in collegiate success. Journal of Economic Behavior and Organization, 2015, 115, 30-44.	2.0	43
15	Worker overconfidence: Field evidence and implications for employee turnover and firm profits. Quantitative Economics, 2020, 11, 315-348.	1.4	37
16	Employer-mandated obstructive sleep apnea treatment and healthcare cost savings among truckers. Sleep, 2020, 43, .	1.1	17
17	Fairness and Freight-Handlers: Local Labor Market Conditions and Wage-Fairness Perceptions in a Trucking Firm. ILR Review, 2007, 60, 477-498.	2.3	10
18	Training Contracts, Worker Overconfidence, and the Provision of Firm-Sponsored General Training. SSRN Electronic Journal, 0, , .	0.4	9

#	ARTICLE	IF	CITATIONS
19	7. SHIFTING GEARS IN THE CORNER OFFICE: DEREGULATION AND THE EARNINGS OF TRUCKING EXECUTIVES. Research in Transportation Economics, 2004, 10, 137-164.	4.1	6
20	Is the U.S. labor market for truck drivers broken?. Monthly Labor Review, 0, , .	1.5	6
21	Using Behavioral Economic Field Experiments at a Firm. , 0, , 45-106.		6
22	The Value of Hiring through Referrals. SSRN Electronic Journal, 0, , .	0.4	4
23	Stuck in the Slow Lane: Undoing Traffic Composition Biases in the Measurement of Trucking Productivity. Southern Economic Journal, 2009, 75, 1220-1237.	2.1	4
24	Driver Selection Tests and Measurement. , 0, , .		0