

Paul J Zak

List of Publications by Year in descending order

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Version: 2024-02-01

88
papers

11,113
citations

159585

30
h-index

66911

78
g-index

95
all docs

95
docs citations

95
times ranked

6639
citing authors

#	ARTICLE	IF	CITATIONS
1	Oxytocin increases trust in humans. <i>Nature</i> , 2005, 435, 673-676.	27.8	3,218
2	Trust and Growth. <i>Economic Journal</i> , 2001, 111, 295-321.	3.6	2,031
3	Oxytocin is associated with human trustworthiness. <i>Hormones and Behavior</i> , 2005, 48, 522-527.	2.1	1,318
4	The Neurobiology of Trust. <i>Annals of the New York Academy of Sciences</i> , 2004, 1032, 224-227.	3.8	1,033
5	Oxytocin Increases Generosity in Humans. <i>PLoS ONE</i> , 2007, 2, e1128.	2.5	582
6	Empathy toward Strangers Triggers Oxytocin Release and Subsequent Generosity. <i>Annals of the New York Academy of Sciences</i> , 2009, 1167, 182-189.	3.8	291
7	Testosterone Administration Decreases Generosity in the Ultimatum Game. <i>PLoS ONE</i> , 2009, 4, e8330.	2.5	186
8	Oxytocin Levels in Social Anxiety Disorder. <i>CNS Neuroscience and Therapeutics</i> , 2008, 14, 165-170.	3.9	174
9	Monetary sacrifice among strangers is mediated by endogenous oxytocin release after physical contact. <i>Evolution and Human Behavior</i> , 2008, 29, 375-383.	2.2	170
10	Neuroeconomics. <i>Philosophical Transactions of the Royal Society B: Biological Sciences</i> , 2004, 359, 1737-1748.	4.0	147
11	Building Trust: Public Policy, Interpersonal Trust, and Economic Development. <i>Supreme Court Economic Review</i> , 2003, 10, 91-107.	0.2	146
12	Political risk and capital flight. <i>Journal of International Money and Finance</i> , 2006, 25, 308-329.	2.5	146
13	Time-to-build and cycles. <i>Journal of Economic Dynamics and Control</i> , 1999, 23, 1155-1175.	1.6	96
14	Oxytocin infusion increases charitable donations regardless of monetary resources. <i>Hormones and Behavior</i> , 2011, 60, 148-151.	2.1	95
15	The Determinants of Democratic Transitions. <i>Journal of Conflict Resolution</i> , 1999, 43, 162-177.	2.0	93
16	Stories vs. facts: triggering emotion and action-taking on climate change. <i>Climatic Change</i> , 2019, 154, 19-36.	3.6	86
17	The Neurobiology of Trust. <i>Scientific American</i> , 2008, 298, 88-95.	1.0	83
18	Neuroactive hormones and interpersonal trust: International evidence. <i>Economics and Human Biology</i> , 2006, 4, 412-429.	1.7	66

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19	The heart of the story: Peripheral physiology during narrative exposure predicts charitable giving. <i>Biological Psychology</i> , 2015, 105, 138-143.	2.2	66
20	Why trust an algorithm? Performance, cognition, and neurophysiology. <i>Computers in Human Behavior</i> , 2018, 89, 279-288.	8.5	64
21	The physiology of moral sentiments. <i>Journal of Economic Behavior and Organization</i> , 2011, 77, 53-65.	2.0	61
22	Moral markets. <i>Journal of Economic Behavior and Organization</i> , 2011, 77, 212-233.	2.0	59
23	The Politics of Fertility and Economic Development. <i>International Studies Quarterly</i> , 2000, 44, 667-693.	1.5	56
24	Effects of a 10-day oxytocin trial in older adults on health and well-being.. <i>Experimental and Clinical Psychopharmacology</i> , 2013, 21, 85-92.	1.8	49
25	PLASMA OXYTOCIN IMMUNOREACTIVE PRODUCTS AND RESPONSE TO TRUST IN PATIENTS WITH SOCIAL ANXIETY DISORDER. <i>Depression and Anxiety</i> , 2012, 29, 924-930.	4.1	48
26	The Neuroeconomics of Distrust: Sex Differences in Behavior and Physiology. <i>American Economic Review</i> , 2005, 95, 360-363.	8.5	45
27	A GEOMETRIC ANALYSIS OF STABILITY REGIONS FOR A LINEAR DIFFERENTIAL EQUATION WITH TWO DELAYS. <i>International Journal of Bifurcation and Chaos in Applied Sciences and Engineering</i> , 1995, 05, 779-796.	1.7	38
28	A dynamic theory of the transition to democracy. <i>Journal of Economic Behavior and Organization</i> , 2003, 52, 1-25.	2.0	36
29	The Bull of Wall Street: Experimental Analysis of Testosterone and Asset Trading. <i>Management Science</i> , 2018, 64, 4032-4051.	4.1	34
30	Growth of government and the politics of fiscal policy. <i>Structural Change and Economic Dynamics</i> , 2002, 13, 435-455.	4.5	33
31	Oxytocin and the Biological Basis for Interpersonal and Political Trust. <i>Political Behavior</i> , 2013, 35, 753-776.	2.7	33
32	The neurobiology of collective action. <i>Frontiers in Neuroscience</i> , 2013, 7, 211.	2.8	31
33	Oxytocin Increases the Influence of Public Service Advertisements. <i>PLoS ONE</i> , 2013, 8, e56934.	2.5	30
34	Trust: A temporary human attachment facilitated by oxytocin. <i>Behavioral and Brain Sciences</i> , 2005, 28, .	0.7	28
35	The neuroscience of high-trust organizations.. <i>Consulting Psychology Journal</i> , 2018, 70, 45-58.	0.8	26
36	Oxytocin reduces food sharing in capuchin monkeys by modulating social distance. <i>Behaviour</i> , 2015, 152, 941-961.	0.8	25

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37	Neuroeconomics Studies. Analyse Und Kritik, 2007, 29, 47-59.	0.7	24
38	A Combination of Dopamine Genes Predicts Success by Professional Wall Street Traders. PLoS ONE, 2012, 7, e30844.	2.5	24
39	Immigration, fertility, and growth. Journal of Economic Dynamics and Control, 2002, 26, 547-576.	1.6	19
40	Neurofinance: Bridging Psychology, Neurology, and Investor Behavior. SSRN Electronic Journal, 0, , .	0.4	16
41	Neuroeconomics and International Studies: A New Understanding of Trust. International Studies Perspectives, 2011, 12, 136-152.	1.4	15
42	Preliminary Evidence for the Neurophysiologic Effects of Online Coupons: Changes in Oxytocin, Stress, and Mood. Psychology and Marketing, 2015, 32, 977-986.	8.2	15
43	Endogenous Oxytocin Release Eliminates In-Group Bias in Monetary Transfers With Perspective-Taking. Frontiers in Behavioral Neuroscience, 2018, 12, 35.	2.0	15
44	Optimal Fiscal Policy in an Economy Facing Sociopolitical Instability. Review of Development Economics, 2003, 7, 583-598.	1.9	13
45	Path to Prosperity: The Dynamics of Freedom and Economic Development. International Interactions, 2008, 34, 423-441.	1.2	13
46	Inductive modeling using causal studies in neuroeconomics: brains on drugs. Journal of Economic Methodology, 2010, 17, 133-146.	1.4	13
47	Vulnerability to psychogenic non-epileptic seizures is linked to low neuropeptide Y levels. Stress, 2017, 20, 589-597.	1.8	13
48	Neonatal male circumcision is associated with altered adult socio-affective processing. Heliyon, 2020, 6, e05566.	3.2	13
49	The Neuroeconomics of Trust. SSRN Electronic Journal, 2005, , .	0.4	12
50	Population Genetics and Economic Growth. Journal of Bioeconomics, 2002, 4, 1-38.	3.3	11
51	Autonomy Raises Productivity: An Experiment Measuring Neurophysiology. Frontiers in Psychology, 2020, 11, 963.	2.1	10
52	Population Growth, Urbanisation and the Role of Government in China: A Political Economic Model of Demographic Change. Urban Studies, 2002, 39, 2329-2343.	3.7	9
53	The Bull of Wall Street: Experimental Analysis of Testosterone and Asset Trading. SSRN Electronic Journal, 0, , .	0.4	9
54	Elevated plasma oxytocin levels and higher satisfaction with life in young oral contraceptive users. Scientific Reports, 2020, 10, 8208.	3.3	9

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55	Oxytocin instantiates empathy and produces prosocial behaviors. , 2013, , 331-342.		9
56	Genetics, family structure, and economic growth. Journal of Evolutionary Economics, 2002, 12, 343-365.	1.7	8
57	Oxytocin Release Increases With Age and Is Associated With Life Satisfaction and Prosocial Behaviors. Frontiers in Behavioral Neuroscience, 2022, 16, 846234.	2.0	8
58	The Neural Inhibition of Learning Increases Asset Market Bubbles: Experimental Evidence. Journal of Behavioral Finance, 2017, 18, 114-124.	1.7	7
59	Why inspiring stories make us react: the neuroscience of narrative. Cerebrum: the Dana Forum on Brain Science, 2015, 2015, 2.	0.1	7
60	Larceny. Economics of Governance, 2000, 1, 157-179.	1.5	6
61	Introduction to CMPS Special Issue on Alternative Models of Conflict. Conflict Management and Peace Science, 2004, 21, 1-2.	1.8	6
62	The Bioeconomics of Social Behavior: Introduction. Journal of Bioeconomics, 2004, 6, 1-2.	3.3	6
63	Hormones and Economic Decisions. Studies in Neuroscience, Psychology and Behavioral Economics, 2016, , 41-66.	0.3	5
64	The Neurophysiology of Corporate Apologies: Why Do People Believe Insincere Apologies?. International Journal of Business Communication, 2022, 59, 531-550.	2.6	5
65	The Neuroscience of Organizational Trust and Business Performance: Findings From United States Working Adults and an Intervention at an Online Retailer. Frontiers in Psychology, 2020, 11, 579459.	2.1	5
66	Oxytocin increases perceived competence and social-emotional engagement with brands. PLoS ONE, 2021, 16, e0260589.	2.5	5
67	Genetics, Family Structure, and Economic Growth. SSRN Electronic Journal, 1999, , .	0.4	4
68	Empathy enhancing antidotes for interpersonally toxic leaders.. Consulting Psychology Journal, 2020, 72, 119-133.	0.8	4
69	What Accounts for the Emergence of Malthusian Fertility in Transition Economies?. SSRN Electronic Journal, 0, , .	0.4	4
70	Measuring Immersion in Experiences with Biosensors. , 2018, , .		4
71	Persuasive Narratives and Costly Actions. Terrorism and Political Violence, 2017, 29, 160-172.	2.0	3
72	Predicting psychogenic non-epileptic seizures from serum levels of neuropeptide Y and adrenocorticotrophic hormone. Acta Neuropsychiatrica, 2019, 31, 167-171.	2.1	3

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73	Social purpose increases direct-to-borrower microfinance investments by reducing physiologic arousal.. Journal of Neuroscience, Psychology, and Economics, 2018, 11, 116-126.	1.0	3
74	Preliminary evidence on the determinants of Federal Reserve open market operations. Public Choice, 1992, 74, 317-338.	1.7	2
75	Debt, Death and Taxes. International Tax and Public Finance, 2002, 9, 157-173.	1.0	2
76	Neuropeptide Y and religious commitment in healthy young women. Acta Neuropsychiatrica, 2019, 31, 106-112.	2.1	2
77	Alcohol unleashes homo economicus by inhibiting cooperation. PLoS ONE, 2021, 16, e0253296.	2.5	2
78	The Choice of Institutions: The Role of Risk and Risk-Aversion. SSRN Electronic Journal, 0, , .	0.4	2
79	Empathy and Collective Action. SSRN Electronic Journal, 2009, , .	0.4	1
80	Twelve. Values and Value Moral Economics. , 2010, , 259-279.		1
81	The evolutionary origins of cooperation and trade. Journal of Bioeconomics, 2018, 20, 179-181.	3.3	1
82	Hormonal response to perceived emotional distress in incarcerated men with sexual sadism. Personality and Individual Differences, 2022, 184, 111180.	2.9	1
83	Predicting Dishonesty When the Stakes Are High: Physiologic Responses During Face-to-Face Interactions Identifies Who Reneges on Promises to Cooperate. Frontiers in Behavioral Neuroscience, 2021, 15, 787905.	2.0	1
84	The impact of organizational trust on the performance of police departments. SN Social Sciences, 2021, 1, 1.	0.7	1
85	Title is missing!. Journal of Bioeconomics, 2000, 2, 275-277.	3.3	0
86	The Rule of One-Third. SSRN Electronic Journal, 0, , .	0.4	0
87	Explore and Exploit: An Evolutionary Analysis of Institutional Dynamics. , 2003, , 139-160.		0
88	A Procedure to Set Prices and Select Inventory in Thinly Traded Markets Using Data from eBay. Journal of Risk and Financial Management, 2022, 15, 297.	2.3	0