

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	The Neurophysiology of Corporate Apologies: Why Do People Believe Insincere Apologies?. <i>International Journal of Business Communication</i> , 2022, 59, 531-550.	2.6	5
2	Hormonal response to perceived emotional distress in incarcerated men with sexual sadism. <i>Personality and Individual Differences</i> , 2022, 184, 111180.	2.9	1
3	Oxytocin Release Increases With Age and Is Associated With Life Satisfaction and Prosocial Behaviors. <i>Frontiers in Behavioral Neuroscience</i> , 2022, 16, 846234.	2.0	8
4	A Procedure to Set Prices and Select Inventory in Thinly Traded Markets Using Data from eBay. <i>Journal of Risk and Financial Management</i> , 2022, 15, 297.	2.3	0
5	Alcohol unleashes homo economicus by inhibiting cooperation. <i>PLoS ONE</i> , 2021, 16, e0253296.	2.5	2
6	Oxytocin increases perceived competence and social-emotional engagement with brands. <i>PLoS ONE</i> , 2021, 16, e0260589.	2.5	5
7	Predicting Dishonesty When the Stakes Are High: Physiologic Responses During Face-to-Face Interactions Identifies Who Reneges on Promises to Cooperate. <i>Frontiers in Behavioral Neuroscience</i> , 2021, 15, 787905.	2.0	1
8	The impact of organizational trust on the performance of police departments. <i>SN Social Sciences</i> , 2021, 1, 1.	0.7	1
9	Neonatal male circumcision is associated with altered adult socio-affective processing. <i>Heliyon</i> , 2020, 6, e05566.	3.2	13
10	Elevated plasma oxytocin levels and higher satisfaction with life in young oral contraceptive users. <i>Scientific Reports</i> , 2020, 10, 8208.	3.3	9
11	Autonomy Raises Productivity: An Experiment Measuring Neurophysiology. <i>Frontiers in Psychology</i> , 2020, 11, 963.	2.1	10
12	The Neuroscience of Organizational Trust and Business Performance: Findings From United States Working Adults and an Intervention at an Online Retailer. <i>Frontiers in Psychology</i> , 2020, 11, 579459.	2.1	5
13	Empathy enhancing antidotes for interpersonally toxic leaders.. <i>Consulting Psychology Journal</i> , 2020, 72, 119-133.	0.8	4
14	Stories vs. facts: triggering emotion and action-taking on climate change. <i>Climatic Change</i> , 2019, 154, 19-36.	3.6	86
15	Predicting psychogenic non-epileptic seizures from serum levels of neuropeptide Y and adrenocorticotrophic hormone. <i>Acta Neuropsychiatrica</i> , 2019, 31, 167-171.	2.1	3
16	Neuropeptide Y and religious commitment in healthy young women. <i>Acta Neuropsychiatrica</i> , 2019, 31, 106-112.	2.1	2
17	The Bull of Wall Street: Experimental Analysis of Testosterone and Asset Trading. <i>Management Science</i> , 2018, 64, 4032-4051.	4.1	34
18	The evolutionary origins of cooperation and trade. <i>Journal of Bioeconomics</i> , 2018, 20, 179-181.	3.3	1

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19	Why trust an algorithm? Performance, cognition, and neurophysiology. <i>Computers in Human Behavior</i> , 2018, 89, 279-288.	8.5	64
20	Endogenous Oxytocin Release Eliminates In-Group Bias in Monetary Transfers With Perspective-Taking. <i>Frontiers in Behavioral Neuroscience</i> , 2018, 12, 35.	2.0	15
21	The neuroscience of high-trust organizations.. <i>Consulting Psychology Journal</i> , 2018, 70, 45-58.	0.8	26
22	Social purpose increases direct-to-borrower microfinance investments by reducing physiologic arousal.. <i>Journal of Neuroscience, Psychology, and Economics</i> , 2018, 11, 116-126.	1.0	3
23	Measuring Immersion in Experiences with Biosensors. , 2018, , .		4
24	Persuasive Narratives and Costly Actions. <i>Terrorism and Political Violence</i> , 2017, 29, 160-172.	2.0	3
25	The Neural Inhibition of Learning Increases Asset Market Bubbles: Experimental Evidence. <i>Journal of Behavioral Finance</i> , 2017, 18, 114-124.	1.7	7
26	Vulnerability to psychogenic non-epileptic seizures is linked to low neuropeptide Y levels. <i>Stress</i> , 2017, 20, 589-597.	1.8	13
27	Hormones and Economic Decisions. <i>Studies in Neuroscience, Psychology and Behavioral Economics</i> , 2016, , 41-66.	0.3	5
28	Preliminary Evidence for the Neurophysiologic Effects of Online Coupons: Changes in Oxytocin, Stress, and Mood. <i>Psychology and Marketing</i> , 2015, 32, 977-986.	8.2	15
29	Oxytocin reduces food sharing in capuchin monkeys by modulating social distance. <i>Behaviour</i> , 2015, 152, 941-961.	0.8	25
30	The heart of the story: Peripheral physiology during narrative exposure predicts charitable giving. <i>Biological Psychology</i> , 2015, 105, 138-143.	2.2	66
31	Why inspiring stories make us react: the neuroscience of narrative. <i>Cerebrum: the Dana Forum on Brain Science</i> , 2015, 2015, 2.	0.1	7
32	Oxytocin and the Biological Basis for Interpersonal and Political Trust. <i>Political Behavior</i> , 2013, 35, 753-776.	2.7	33
33	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
34	Oxytocin Increases the Influence of Public Service Advertisements. <i>PLoS ONE</i> , 2013, 8, e56934.	2.5	30
35	The neurobiology of collective action. <i>Frontiers in Neuroscience</i> , 2013, 7, 211.	2.8	31
36	Oxytocin instantiates empathy and produces prosocial behaviors. , 2013, , 331-342.		9

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37	A Combination of Dopamine Genes Predicts Success by Professional Wall Street Traders. PLoS ONE, 2012, 7, e30844.	2.5	24
38	PLASMA OXYTOCIN IMMUNOREACTIVE PRODUCTS AND RESPONSE TO TRUST IN PATIENTS WITH SOCIAL ANXIETY DISORDER. Depression and Anxiety, 2012, 29, 924-930.	4.1	48
39	The physiology of moral sentiments. Journal of Economic Behavior and Organization, 2011, 77, 53-65.	2.0	61
40	Moral markets. Journal of Economic Behavior and Organization, 2011, 77, 212-233.	2.0	59
41	Oxytocin infusion increases charitable donations regardless of monetary resources. Hormones and Behavior, 2011, 60, 148-151.	2.1	95
42	Neuroeconomics and International Studies: A New Understanding of Trust. International Studies Perspectives, 2011, 12, 136-152.	1.4	15
43	Twelve. Values and Value Moral Economics. , 2010, , 259-279.		1
44	Inductive modeling using causal studies in neuroeconomics: brains on drugs. Journal of Economic Methodology, 2010, 17, 133-146.	1.4	13
45	Empathy and Collective Action. SSRN Electronic Journal, 2009, , .	0.4	1
46	Empathy toward Strangers Triggers Oxytocin Release and Subsequent Generosity. Annals of the New York Academy of Sciences, 2009, 1167, 182-189.	3.8	291
47	Testosterone Administration Decreases Generosity in the Ultimatum Game. PLoS ONE, 2009, 4, e8330.	2.5	186
48	The Neurobiology of Trust. Scientific American, 2008, 298, 88-95.	1.0	83
49	Monetary sacrifice among strangers is mediated by endogenous oxytocin release after physical contact. Evolution and Human Behavior, 2008, 29, 375-383.	2.2	170
50	Oxytocin Levels in Social Anxiety Disorder. CNS Neuroscience and Therapeutics, 2008, 14, 165-170.	3.9	174
51	Path to Prosperity: The Dynamics of Freedom and Economic Development. International Interactions, 2008, 34, 423-441.	1.2	13
52	Neuroeconomics Studies. Analyse Und Kritik, 2007, 29, 47-59.	0.7	24
53	Oxytocin Increases Generosity in Humans. PLoS ONE, 2007, 2, e1128.	2.5	582
54	Political risk and capital flight. Journal of International Money and Finance, 2006, 25, 308-329.	2.5	146

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55	Neuroactive hormones and interpersonal trust: International evidence. <i>Economics and Human Biology</i> , 2006, 4, 412-429.	1.7	66
56	The Neuroeconomics of Distrust: Sex Differences in Behavior and Physiology. <i>American Economic Review</i> , 2005, 95, 360-363.	8.5	45
57	Oxytocin increases trust in humans. <i>Nature</i> , 2005, 435, 673-676.	27.8	3,218
58	The Neuroeconomics of Trust. <i>SSRN Electronic Journal</i> , 2005, , .	0.4	12
59	Trust: A temporary human attachment facilitated by oxytocin. <i>Behavioral and Brain Sciences</i> , 2005, 28, .	0.7	28
60	Oxytocin is associated with human trustworthiness. <i>Hormones and Behavior</i> , 2005, 48, 522-527.	2.1	1,318
61	Introduction to CMPS Special Issue on Alternative Models of Conflict. <i>Conflict Management and Peace Science</i> , 2004, 21, 1-2.	1.8	6
62	Neuroeconomics. <i>Philosophical Transactions of the Royal Society B: Biological Sciences</i> , 2004, 359, 1737-1748.	4.0	147
63	The Bioeconomics of Social Behavior: Introduction. <i>Journal of Bioeconomics</i> , 2004, 6, 1-2.	3.3	6
64	The Neurobiology of Trust. <i>Annals of the New York Academy of Sciences</i> , 2004, 1032, 224-227.	3.8	1,033
65	Optimal Fiscal Policy in an Economy Facing Sociopolitical Instability. <i>Review of Development Economics</i> , 2003, 7, 583-598.	1.9	13
66	A dynamic theory of the transition to democracy. <i>Journal of Economic Behavior and Organization</i> , 2003, 52, 1-25.	2.0	36
67	Building Trust: Public Policy, Interpersonal Trust, and Economic Development. <i>Supreme Court Economic Review</i> , 2003, 10, 91-107.	0.2	146
68	Explore and Exploit: An Evolutionary Analysis of Institutional Dynamics. , 2003, , 139-160.		0
69	Population Growth, Urbanisation and the Role of Government in China: A Political Economic Model of Demographic Change. <i>Urban Studies</i> , 2002, 39, 2329-2343.	3.7	9
70	Growth of government and the politics of fiscal policy. <i>Structural Change and Economic Dynamics</i> , 2002, 13, 435-455.	4.5	33
71	Genetics, family structure, and economic growth. <i>Journal of Evolutionary Economics</i> , 2002, 12, 343-365.	1.7	8
72	Immigration, fertility, and growth. <i>Journal of Economic Dynamics and Control</i> , 2002, 26, 547-576.	1.6	19

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73	Debt, Death and Taxes. <i>International Tax and Public Finance</i> , 2002, 9, 157-173.	1.0	2
74	Population Genetics and Economic Growth. <i>Journal of Bioeconomics</i> , 2002, 4, 1-38.	3.3	11
75	Trust and Growth. <i>Economic Journal</i> , 2001, 111, 295-321.	3.6	2,031
76	The Politics of Fertility and Economic Development. <i>International Studies Quarterly</i> , 2000, 44, 667-693.	1.5	56
77	Title is missing!. <i>Journal of Bioeconomics</i> , 2000, 2, 275-277.	3.3	0
78	Larceny. <i>Economics of Governance</i> , 2000, 1, 157-179.	1.5	6
79	Genetics, Family Structure, and Economic Growth. <i>SSRN Electronic Journal</i> , 1999, , .	0.4	4
80	Time-to-build and cycles. <i>Journal of Economic Dynamics and Control</i> , 1999, 23, 1155-1175.	1.6	96
81	The Determinants of Democratic Transitions. <i>Journal of Conflict Resolution</i> , 1999, 43, 162-177.	2.0	93
82	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
83	Preliminary evidence on the determinants of Federal Reserve open market operations. <i>Public Choice</i> , 1992, 74, 317-338.	1.7	2
84	Neurofinance: Bridging Psychology, Neurology, and Investor Behavior. <i>SSRN Electronic Journal</i> , 0, , .	0.4	16
85	The Bull of Wall Street: Experimental Analysis of Testosterone and Asset Trading. <i>SSRN Electronic Journal</i> , 0, , .	0.4	9
86	What Accounts for the Emergence of Malthusian Fertility in Transition Economies?. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
87	The Choice of Institutions: The Role of Risk and Risk-Aversion. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
88	The Rule of One-Third. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0