

# Daniel John Zizzo

## List of Publications by Year in descending order

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Version: 2024-02-01

126  
papers

2,596  
citations

361413

20  
h-index

243625

44  
g-index

127  
all docs

127  
docs citations

127  
times ranked

1689  
citing authors

#	ARTICLE	IF	CITATIONS
1	Experimenter demand effects in economic experiments. <i>Experimental Economics</i> , 2010, 13, 75-98.	2.1	850
2	The Value of Groups. <i>American Economic Review</i> , 2009, 99, 295-323.	8.5	165
3	The Conjunction Effect: New Evidence for Robustness. <i>American Journal of Psychology</i> , 2003, 116, 15.	0.3	128
4	The Self-Fulfilling Property of Trust: An Experimental Study. <i>Theory and Decision</i> , 2007, 63, 349-388.	1.0	102
5	Trust responsiveness and beliefs. <i>Journal of Economic Behavior and Organization</i> , 2004, 55, 25-30.	2.0	101
6	Money burning and rank egalitarianism with random dictators. <i>Economics Letters</i> , 2003, 81, 263-266.	1.9	93
7	Racing with uncertainty: a patent race experiment. <i>International Journal of Industrial Organization</i> , 2002, 20, 877-902.	1.2	67
8	Compliance and the power of authority. <i>Journal of Economic Behavior and Organization</i> , 2016, 124, 67-80.	2.0	53
9	Can experimental measures of sensitivity to social pressure predict public good contribution?. <i>Economics Letters</i> , 2011, 111, 239-242.	1.9	43
10	Not all anchors are created equal. <i>Journal of Economic Psychology</i> , 2013, 39, 21-31.	2.2	38
11	A violation of the monotonicity axiom: experimental evidence on the conjunction fallacy. <i>Journal of Economic Behavior and Organization</i> , 2000, 41, 263-276.	2.0	36
12	Vendettas. <i>American Economic Journal: Microeconomics</i> , 2014, 6, 93-130.	1.2	34
13	Experimenter Demand Effects in Economic Experiments. <i>SSRN Electronic Journal</i> , 0, , .	0.4	31
14	Does product complexity matter for competition in experimental retail markets?. <i>Theory and Decision</i> , 2011, 70, 65-82.	1.0	30
15	Groups, cooperation and conflict in games. <i>Journal of Socio-Economics</i> , 2008, 37, 1-17.	1.0	29
16	Keep up with the winners: Experimental evidence on risk taking, asset integration, and peer effects. <i>European Economic Review</i> , 2015, 79, 59-79.	2.3	29
17	Empirical evidence on interdependent preferences: nature or nurture?. <i>Cambridge Journal of Economics</i> , 2003, 27, 867-880.	1.6	28
18	Inattentive consumers in markets for services. <i>Theory and Decision</i> , 2015, 79, 307-332.	1.0	27

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19	The impact of environmental recall and carbon taxation on the carbon footprint of supermarket shopping. <i>Journal of Environmental Economics and Management</i> , 2021, 109, 102137.	4.7	27
20	The cyber trust tension in E-government: Balancing identity, privacy, security. <i>Information Polity</i> , 2005, 10, 13-23.	0.8	26
21	Group status, minorities and trust. <i>Experimental Economics</i> , 2014, 17, 215-244.	2.1	26
22	Between utility and cognition: the neurobiology of relative position. <i>Journal of Economic Behavior and Organization</i> , 2002, 48, 71-91.	2.0	25
23	Trust, inequality and the market. <i>Theory and Decision</i> , 2013, 74, 311-333.	1.0	23
24	Understanding perpetual R&D races. <i>Economic Theory</i> , 2010, 44, 445-467.	0.9	22
25	On Reminder Effects, Drop-Outs and Dominance: Evidence from an Online Experiment on Charitable Giving. <i>PLoS ONE</i> , 2015, 10, e0134705.	2.5	22
26	Learning to play games: Neural networks as bounded-rational players. <i>Journal of Economic Behavior and Organization</i> , 2009, 69, 27-38.	2.0	21
27	INEQUALITY AND PROCEDURAL FAIRNESS IN A MONEY-BURNING AND STEALING EXPERIMENT. <i>Research on Economic Inequality</i> , 0, , 215-247.	0.6	19
28	You are not in my boat: common fate and discrimination against outgroup members. <i>International Review of Economics</i> , 2011, 58, 91-103.	1.3	18
29	Why do people file share unlawfully? A systematic review, meta-analysis and panel study. <i>Computers in Human Behavior</i> , 2017, 72, 535-548.	8.5	18
30	Emotions and Chat in a Financial Markets Experiment. <i>SSRN Electronic Journal</i> , 2011, , .	0.4	16
31	Determinants of Unlawful File Sharing: A Scoping Review. <i>PLoS ONE</i> , 2015, 10, e0127921.	2.5	16
32	Perceived harmony, similarity and cooperation in 2 $\times$ 2 games: An experimental study. <i>Journal of Economic Psychology</i> , 2007, 28, 365-386.	2.2	15
33	Neural networks and bounded rationality. <i>Physica A: Statistical Mechanics and Its Applications</i> , 2007, 375, 717-725.	2.6	14
34	Does it Matter Which Effort Task You Use? A Comparison of Four Effort Tasks When Agents Compete for a Prize. <i>SSRN Electronic Journal</i> , 2015, , .	0.4	14
35	Social Preferences and Agricultural Innovation: An Experimental Case Study from Ethiopia. <i>World Development</i> , 2015, 67, 267-280.	4.9	14
36	A simple stress test of experimenter demand effects. <i>Theory and Decision</i> , 2015, 78, 219-231.	1.0	14

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37	Economics of Trust in the Information Economy: Issues of Identity, Privacy and Security. SSRN Electronic Journal, 2003, , .	0.4	13
38	Heterogeneity in preferences towards complexity. Journal of Risk and Uncertainty, 2015, 51, 147-170.	1.5	13
39	Contract Choice: Efficiency and Fairness in Revenue-Sharing Contracts. Scandinavian Journal of Economics, 2017, 119, 962-986.	1.4	13
40	Verbal and Behavioral Learning in a Probability Compounding Task. Theory and Decision, 2003, 54, 287-314.	1.0	12
41	Trust Responsiveness and Beliefs. SSRN Electronic Journal, 2003, , .	0.4	12
42	Take it or leave it: Experimental evidence on the effect of time-limited offers on consumer behaviour. Journal of Economic Behavior and Organization, 2019, 168, 1-23.	2.0	12
43	Inferential Expectations. B E Journal of Macroeconomics, 2009, 9, .	0.4	11
44	The Value of Groups. SSRN Electronic Journal, 0, , .	0.4	11
45	Social desirability, approval and public good contribution. Personality and Individual Differences, 2011, 51, 258-262.	2.9	10
46	Price lower and then higher or price higher and then lower?. Journal of Economic Psychology, 2012, 33, 1084-1099.	2.2	10
47	On the beliefs off the path: Equilibrium refinement due to quantal response and level-k. Games and Economic Behavior, 2014, 86, 102-125.	0.8	10
48	Institutional authority and collusion. Southern Economic Journal, 2015, 82, 13-37.	2.1	10
49	Claims and confounds in economic experiments. Journal of Economic Behavior and Organization, 2013, 93, 186-195.	2.0	9
50	What happens if you single out? An experiment. Social Choice and Welfare, 2014, 43, 703-729.	0.8	9
51	The Cognitive and Behavioral Economics of Envy. , 2008, , 190-210.		9
52	Implicit learning of (boundedly) rational behaviour. Behavioral and Brain Sciences, 2000, 23, 700-701.	0.7	8
53	Which is the More Predictable Gender? Public Good Contribution and Personality. SSRN Electronic Journal, 2005, , .	0.4	8
54	The impact of taxation and signposting on diet: an online field study with breakfast cereals and soft drinks. Experimental Economics, 2021, 24, 1294-1324.	2.1	8

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55	Is Trust Self-Fulfilling? An Experimental Study. SSRN Electronic Journal, 0, , .	0.4	8
56	Neurobiological measurements of cardinal utility: Hedonimeters or learning algorithms?. Social Choice and Welfare, 2002, 19, 477-488.	0.8	7
57	Anger and economic rationality. Journal of Economic Methodology, 2008, 15, 147-167.	1.4	7
58	Barro's Gordon revisited: Reputational equilibria with inferential expectations. Economics Letters, 2011, 112, 144-147.	1.9	7
59	Game Harmony. American Behavioral Scientist, 2011, 55, 987-1013.	3.8	7
60	A triple test for behavioral economics models and public health policy. Theory and Decision, 2017, 83, 513-533.	1.0	7
61	Risk, Benefit, and Moderators of the Affect Heuristic in a Widespread Unlawful Activity: Evidence from a Survey of Unlawful File-Sharing Behavior. Risk Analysis, 2017, 37, 1146-1156.	2.7	7
62	A self-funding reward mechanism for tax compliance. Journal of Economic Psychology, 2021, 86, 102421.	2.2	7
63	Monetary policy and inferential expectations of exchange rates. Journal of International Financial Markets, Institutions and Money, 2012, 22, 359-380.	4.2	6
64	Does Product Complexity Matter for Competition in Experimental Retail Markets?. SSRN Electronic Journal, 0, , .	0.4	6
65	The Cognitive and Behavioral Economics of Envy. SSRN Electronic Journal, 0, , .	0.4	5
66	Conflicting evidence and decisions by agency professionals: an experimental test in the context of merger regulation. Theory and Decision, 2012, 73, 465-499.	1.0	5
67	Switching cost models as hypothesis tests. Economics Letters, 2019, 175, 32-35.	1.9	5
68	Vote and voice: an experiment on the effects of inclusive governance rules. Social Choice and Welfare, 2020, 54, 111-139.	0.8	5
69	Complexity and Smart Nudges with Inattentive Consumers. SSRN Electronic Journal, 2012, , .	0.4	4
70	Identifying voter preferences: The trade-off between honesty and competence. European Economic Review, 2018, 105, 27-50.	2.3	4
71	Responding to (un)reasonable requests by an authority. Theory and Decision, 2020, 89, 287-311.	1.0	4
72	A Self-Funding Reward Mechanism for Tax Compliance. SSRN Electronic Journal, 0, , .	0.4	4

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73	Inferential Expectations. SSRN Electronic Journal, 0, , .	0.4	4
74	Economic man: Self-interest and rational choice. Behavioral and Brain Sciences, 2005, 28, 837-838.	0.7	3
75	Can Experimental Measures of Sensitivity to Social Pressure Predict Public Good Contribution?. SSRN Electronic Journal, 2010, , .	0.4	3
76	Group Status, Minorities and Trust. SSRN Electronic Journal, 2010, , .	0.4	3
77	A test of the experimental method in the spirit of Popper. Journal of Economic Methodology, 2012, 19, 63-76.	1.4	3
78	Competence Versus Trustworthiness: What Do Voters Care About?. SSRN Electronic Journal, 0, , .	0.4	3
79	Three dimensions of central bank credibility and inferential expectations: The Euro zone. Journal of Macroeconomics, 2019, 60, 294-308.	1.3	3
80	Personal accountability and cooperation in teams. Journal of Economic Behavior and Organization, 2019, 158, 428-448.	2.0	3
81	Belief adjustment: a double hurdle model and experimental evidence. Experimental Economics, 0, , 1.	2.1	3
82	You Are Not in My Boat: Common Fate and Discrimination Against Outgroup Members. SSRN Electronic Journal, 0, , .	0.4	3
83	The Data Retention Directive Never Existed. Script Ed, 2014, 11, .	0.8	3
84	Social Desirability, Approval and Public Good Contribution. SSRN Electronic Journal, 0, , .	0.4	3
85	Out-Group Favouritism. SSRN Electronic Journal, 2009, , .	0.4	2
86	Obedience. SSRN Electronic Journal, 0, , .	0.4	2
87	Social preferences, accountability, and wage bargaining. Social Choice and Welfare, 2017, 48, 659-678.	0.8	2
88	Game Harmony: A Behavioral Approach to Predicting Cooperation in Games. SSRN Electronic Journal, 0, , .	0.4	2
89	Competence Versus Honesty: What Do Voters Care About?. SSRN Electronic Journal, 0, , .	0.4	2
90	Exchange Rate Markets and Conservative Inferential Expectations. SSRN Electronic Journal, 0, , .	0.4	2

#	ARTICLE	IF	CITATIONS
91	Introspection and intuition in the decision sciences. Behavioral and Brain Sciences, 2004, 27, 274-275.	0.7	1
92	Serotonin, dopamine, and cooperation. Behavioral and Brain Sciences, 2005, 28, .	0.7	1
93	Social Preferences, Accountability, and Wage Bargaining. SSRN Electronic Journal, 0, , .	0.4	1
94	Do Only Economists Rely on Statistical Significance?. SSRN Electronic Journal, 0, , .	0.4	1
95	Trust, Inequality and the Market. SSRN Electronic Journal, 0, , .	0.4	1
96	Inducing Natural Group Identity: A RDP Analysis. SSRN Electronic Journal, 0, , .	0.4	1
97	The Great Recession and the Two Dimensions of European Central Bank Credibility. SSRN Electronic Journal, 0, , .	0.4	1
98	Cooperation and Harmony in Finite Games. SSRN Electronic Journal, 0, , .	0.4	1
99	The Enthusiastic Few, Peer Effects and Entrapping Bandwagons. SSRN Electronic Journal, 0, , .	0.4	1
100	Rational Expectations. SSRN Electronic Journal, 0, , .	0.4	1
101	Confounds and Objectives in Economic Experiments. SSRN Electronic Journal, 0, , .	0.4	1
102	Efficiency and Fairness in Revenue Sharing Contracts. SSRN Electronic Journal, 0, , .	0.4	1
103	Institutional Authority and Collusion. SSRN Electronic Journal, 0, , .	0.4	1
104	Information defaults in repeated public good provision. Journal of Economic Behavior and Organization, 2022, 197, 356-369.	2.0	1
105	Individual psychology, market scaffolding, and behavioral tests. Behavioral and Brain Sciences, 2001, 24, 432-433.	0.7	0
106	From reinforcement of acts to reinforcement of social preferences. Behavioral and Brain Sciences, 2002, 25, 282-283.	0.7	0
107	Anger and Neoclassical Rationality. SSRN Electronic Journal, 2006, , .	0.4	0
108	The indeterminacy of the beliefs, preferences, and constraints framework. Behavioral and Brain Sciences, 2007, 30, 44-45.	0.7	0

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109	Inferential Expectations and the Missing Middle of Price Changes. SSRN Electronic Journal, 2010, , .	0.4	0
110	Envy and Agricultural Innovation: An Experimental Case Study from Ethiopia. SSRN Electronic Journal, 0, , .	0.4	0
111	Interdependent Preferences. SSRN Electronic Journal, 0, , .	0.4	0
112	Endogenous Preferences. SSRN Electronic Journal, 0, , .	0.4	0
113	News and Expectations in Financial Markets: An Experimental Study. SSRN Electronic Journal, 0, , .	0.4	0
114	Understanding Perpetual R&D Races. SSRN Electronic Journal, 0, , .	0.4	0
115	Threshold Pricing in a Noisy World. SSRN Electronic Journal, 0, , .	0.4	0
116	Uncertainty, Choices and Prices in a Market for Lotteries. SSRN Electronic Journal, 0, , .	0.4	0
117	Price Low and then Price High or Price High and then Price Low?. SSRN Electronic Journal, 0, , .	0.4	0
118	Barro-Gordon Revisited: Reputational Equilibria with Inferential Expectations. SSRN Electronic Journal, 0, , .	0.4	0
119	On the Beliefs Off the Path: Equilibrium Refinement Due to Quantal Response and Level-K. SSRN Electronic Journal, 0, , .	0.4	0
120	Price Low and then Price High or Price High and then Price Low?. SSRN Electronic Journal, 0, , .	0.4	0
121	Envy and Agricultural Innovation in Africa: An Experimental Case Study from Ethiopia. SSRN Electronic Journal, 0, , .	0.4	0
122	Experimenter Demand Effects and Altruism Towards the Experimenter. SSRN Electronic Journal, 0, , .	0.4	0
123	Reminders, Payment Method and Charitable Giving: Evidence from an Online Experiment. SSRN Electronic Journal, 0, , .	0.4	0
124	Heterogeneity in Preferences Towards Complexity. SSRN Electronic Journal, 0, , .	0.4	0
125	A Triple Test for Behavioral Economics Models and Public Health Policy. SSRN Electronic Journal, 0, , .	0.4	0
126	Switching Cost Models as Hypothesis Tests. SSRN Electronic Journal, 0, , .	0.4	0