

# 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	Information defaults in repeated public good provision. <i>Journal of Economic Behavior and Organization</i> , 2022, 197, 356-369.	2.0	1
2	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
3	The impact of taxation and signposting on diet: an online field study with breakfast cereals and soft drinks. <i>Experimental Economics</i> , 2021, 24, 1294-1324.	2.1	8
4	A self-funding reward mechanism for tax compliance. <i>Journal of Economic Psychology</i> , 2021, 86, 102421.	2.2	7
5	Vote and voice: an experiment on the effects of inclusive governance rules. <i>Social Choice and Welfare</i> , 2020, 54, 111-139.	0.8	5
6	Responding to (un)reasonable requests by an authority. <i>Theory and Decision</i> , 2020, 89, 287-311.	1.0	4
7	Take it or leave it: Experimental evidence on the effect of time-limited offers on consumer behaviour. <i>Journal of Economic Behavior and Organization</i> , 2019, 168, 1-23.	2.0	12
8	Three dimensions of central bank credibility and inferential expectations: The Euro zone. <i>Journal of Macroeconomics</i> , 2019, 60, 294-308.	1.3	3
9	Switching cost models as hypothesis tests. <i>Economics Letters</i> , 2019, 175, 32-35.	1.9	5
10	Personal accountability and cooperation in teams. <i>Journal of Economic Behavior and Organization</i> , 2019, 158, 428-448.	2.0	3
11	Identifying voter preferences: The trade-off between honesty and competence. <i>European Economic Review</i> , 2018, 105, 27-50.	2.3	4
12	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
13	Contract Choice: Efficiency and Fairness in Revenue-Sharing Contracts. <i>Scandinavian Journal of Economics</i> , 2017, 119, 962-986.	1.4	13
14	A triple test for behavioral economics models and public health policy. <i>Theory and Decision</i> , 2017, 83, 513-533.	1.0	7
15	Social preferences, accountability, and wage bargaining. <i>Social Choice and Welfare</i> , 2017, 48, 659-678.	0.8	2
16	Risk, Benefit, and Moderators of the Affect Heuristic in a Widespread Unlawful Activity: Evidence from a Survey of Unlawful File-Sharing Behavior. <i>Risk Analysis</i> , 2017, 37, 1146-1156.	2.7	7
17	Compliance and the power of authority. <i>Journal of Economic Behavior and Organization</i> , 2016, 124, 67-80.	2.0	53
18	Heterogeneity in preferences towards complexity. <i>Journal of Risk and Uncertainty</i> , 2015, 51, 147-170.	1.5	13

#	ARTICLE	IF	CITATIONS
19	Institutional authority and collusion. <i>Southern Economic Journal</i> , 2015, 82, 13-37.	2.1	10
20	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
21	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
22	Inattentive consumers in markets for services. <i>Theory and Decision</i> , 2015, 79, 307-332.	1.0	27
23	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
24	Social Preferences and Agricultural Innovation: An Experimental Case Study from Ethiopia. <i>World Development</i> , 2015, 67, 267-280.	4.9	14
25	A simple stress test of experimenter demand effects. <i>Theory and Decision</i> , 2015, 78, 219-231.	1.0	14
26	Determinants of Unlawful File Sharing: A Scoping Review. <i>PLoS ONE</i> , 2015, 10, e0127921.	2.5	16
27	What happens if you single out? An experiment. <i>Social Choice and Welfare</i> , 2014, 43, 703-729.	0.8	9
28	Group status, minorities and trust. <i>Experimental Economics</i> , 2014, 17, 215-244.	2.1	26
29	On the beliefs off the path: Equilibrium refinement due to quantal response and level-k. <i>Games and Economic Behavior</i> , 2014, 86, 102-125.	0.8	10
30	Vendettas. <i>American Economic Journal: Microeconomics</i> , 2014, 6, 93-130.	1.2	34
31	The Data Retention Directive Never Existed. <i>Script Ed</i> , 2014, 11, .	0.8	3
32	Trust, inequality and the market. <i>Theory and Decision</i> , 2013, 74, 311-333.	1.0	23
33	Claims and confounds in economic experiments. <i>Journal of Economic Behavior and Organization</i> , 2013, 93, 186-195.	2.0	9
34	Not all anchors are created equal. <i>Journal of Economic Psychology</i> , 2013, 39, 21-31.	2.2	38
35	Conflicting evidence and decisions by agency professionals: an experimental test in the context of merger regulation. <i>Theory and Decision</i> , 2012, 73, 465-499.	1.0	5
36	A test of the experimental method in the spirit of Popper. <i>Journal of Economic Methodology</i> , 2012, 19, 63-76.	1.4	3

#	ARTICLE	IF	CITATIONS
37	Monetary policy and inferential expectations of exchange rates. <i>Journal of International Financial Markets, Institutions and Money</i> , 2012, 22, 359-380.	4.2	6
38	Price lower and then higher or price higher and then lower?. <i>Journal of Economic Psychology</i> , 2012, 33, 1084-1099.	2.2	10
39	Complexity and Smart Nudges with Inattentive Consumers. <i>SSRN Electronic Journal</i> , 2012, , .	0.4	4
40	Can experimental measures of sensitivity to social pressure predict public good contribution?. <i>Economics Letters</i> , 2011, 111, 239-242.	1.9	43
41	Barro's Gordon revisited: Reputational equilibria with inferential expectations. <i>Economics Letters</i> , 2011, 112, 144-147.	1.9	7
42	Emotions and Chat in a Financial Markets Experiment. <i>SSRN Electronic Journal</i> , 2011, , .	0.4	16
43	Social desirability, approval and public good contribution. <i>Personality and Individual Differences</i> , 2011, 51, 258-262.	2.9	10
44	Does product complexity matter for competition in experimental retail markets?. <i>Theory and Decision</i> , 2011, 70, 65-82.	1.0	30
45	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
46	Game Harmony. <i>American Behavioral Scientist</i> , 2011, 55, 987-1013.	3.8	7
47	Understanding perpetual R&D races. <i>Economic Theory</i> , 2010, 44, 445-467.	0.9	22
48	Experimenter demand effects in economic experiments. <i>Experimental Economics</i> , 2010, 13, 75-98.	2.1	850
49	Inferential Expectations and the Missing Middle of Price Changes. <i>SSRN Electronic Journal</i> , 2010, , .	0.4	0
50	Can Experimental Measures of Sensitivity to Social Pressure Predict Public Good Contribution?. <i>SSRN Electronic Journal</i> , 2010, , .	0.4	3
51	Group Status, Minorities and Trust. <i>SSRN Electronic Journal</i> , 2010, , .	0.4	3
52	Out-Group Favouritism. <i>SSRN Electronic Journal</i> , 2009, , .	0.4	2
53	The Value of Groups. <i>American Economic Review</i> , 2009, 99, 295-323.	8.5	165
54	Inferential Expectations. <i>B E Journal of Macroeconomics</i> , 2009, 9, .	0.4	11

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55	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
56	Groups, cooperation and conflict in games. <i>Journal of Socio-Economics</i> , 2008, 37, 1-17.	1.0	29
57	Anger and economic rationality. <i>Journal of Economic Methodology</i> , 2008, 15, 147-167.	1.4	7
58	The Cognitive and Behavioral Economics of Envy. , 2008, , 190-210.		9
59	The indeterminacy of the beliefs, preferences, and constraints framework. <i>Behavioral and Brain Sciences</i> , 2007, 30, 44-45.	0.7	0
60	Neural networks and bounded rationality. <i>Physica A: Statistical Mechanics and Its Applications</i> , 2007, 375, 717-725.	2.6	14
61	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
62	The Self-Fulfilling Property of Trust: An Experimental Study. <i>Theory and Decision</i> , 2007, 63, 349-388.	1.0	102
63	Anger and Neoclassical Rationality. <i>SSRN Electronic Journal</i> , 2006, , .	0.4	0
64	Serotonin, dopamine, and cooperation. <i>Behavioral and Brain Sciences</i> , 2005, 28, .	0.7	1
65	Economic man: Self-interest and rational choice. <i>Behavioral and Brain Sciences</i> , 2005, 28, 837-838.	0.7	3
66	The cyber trust tension in E-government: Balancing identity, privacy, security. <i>Information Polity</i> , 2005, 10, 13-23.	0.8	26
67	Which is the More Predictable Gender? Public Good Contribution and Personality. <i>SSRN Electronic Journal</i> , 2005, , .	0.4	8
68	Introspection and intuition in the decision sciences. <i>Behavioral and Brain Sciences</i> , 2004, 27, 274-275.	0.7	1
69	Trust responsiveness and beliefs. <i>Journal of Economic Behavior and Organization</i> , 2004, 55, 25-30.	2.0	101
70	Verbal and Behavioral Learning in a Probability Compounding Task. <i>Theory and Decision</i> , 2003, 54, 287-314.	1.0	12
71	Money burning and rank egalitarianism with random dictators. <i>Economics Letters</i> , 2003, 81, 263-266.	1.9	93
72	The Conjunction Effect: New Evidence for Robustness. <i>American Journal of Psychology</i> , 2003, 116, 15.	0.3	128

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73	Empirical evidence on interdependent preferences: nature or nurture?. Cambridge Journal of Economics, 2003, 27, 867-880.	1.6	28
74	Trust Responsiveness and Beliefs. SSRN Electronic Journal, 2003, , .	0.4	12
75	Economics of Trust in the Information Economy: Issues of Identity, Privacy and Security. SSRN Electronic Journal, 2003, , .	0.4	13
76	Between utility and cognition: the neurobiology of relative position. Journal of Economic Behavior and Organization, 2002, 48, 71-91.	2.0	25
77	Racing with uncertainty: a patent race experiment. International Journal of Industrial Organization, 2002, 20, 877-902.	1.2	67
78	From reinforcement of acts to reinforcement of social preferences. Behavioral and Brain Sciences, 2002, 25, 282-283.	0.7	0
79	Neurobiological measurements of cardinal utility: Hedonimeters or learning algorithms?. Social Choice and Welfare, 2002, 19, 477-488.	0.8	7
80	Individual psychology, market scaffolding, and behavioral tests. Behavioral and Brain Sciences, 2001, 24, 432-433.	0.7	0
81	Implicit learning of (boundedly) rational behaviour. Behavioral and Brain Sciences, 2000, 23, 700-701.	0.7	8
82	A violation of the monotonicity axiom: experimental evidence on the conjunction fallacy. Journal of Economic Behavior and Organization, 2000, 41, 263-276.	2.0	36
83	INEQUALITY AND PROCEDURAL FAIRNESS IN A MONEY-BURNING AND STEALING EXPERIMENT. Research on Economic Inequality, 0, , 215-247.	0.6	19
84	The Cognitive and Behavioral Economics of Envy. SSRN Electronic Journal, 0, , .	0.4	5
85	Experimenter Demand Effects in Economic Experiments. SSRN Electronic Journal, 0, , .	0.4	31
86	Envy and Agricultural Innovation: An Experimental Case Study from Ethiopia. SSRN Electronic Journal, 0, , .	0.4	0
87	Social Preferences, Accountability, and Wage Bargaining. SSRN Electronic Journal, 0, , .	0.4	1
88	Competence Versus Trustworthiness: What Do Voters Care About?. SSRN Electronic Journal, 0, , .	0.4	3
89	Obedience. SSRN Electronic Journal, 0, , .	0.4	2
90	Belief adjustment: a double hurdle model and experimental evidence. Experimental Economics, 0, , 1.	2.1	3

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91	Do Only Economists Rely on Statistical Significance?. SSRN Electronic Journal, 0, , .	0.4	1
92	Trust, Inequality and the Market. SSRN Electronic Journal, 0, , .	0.4	1
93	Game Harmony: A Behavioral Approach to Predicting Cooperation in Games. SSRN Electronic Journal, 0, , .	0.4	2
94	Inducing Natural Group Identity: A RDP Analysis. SSRN Electronic Journal, 0, , .	0.4	1
95	The Great Recession and the Two Dimensions of European Central Bank Credibility. SSRN Electronic Journal, 0, , .	0.4	1
96	Competence Versus Honesty: What Do Voters Care About?. SSRN Electronic Journal, 0, , .	0.4	2
97	A Self-Funding Reward Mechanism for Tax Compliance. SSRN Electronic Journal, 0, , .	0.4	4
98	Is Trust Self-Fulfilling? An Experimental Study. SSRN Electronic Journal, 0, , .	0.4	8
99	You Are Not in My Boat: Common Fate and Discrimination Against Outgroup Members. SSRN Electronic Journal, 0, , .	0.4	3
100	Cooperation and Harmony in Finite Games. SSRN Electronic Journal, 0, , .	0.4	1
101	Inferential Expectations. SSRN Electronic Journal, 0, , .	0.4	4
102	Exchange Rate Markets and Conservative Inferential Expectations. SSRN Electronic Journal, 0, , .	0.4	2
103	The Enthusiastic Few, Peer Effects and Entrapping Bandwagons. SSRN Electronic Journal, 0, , .	0.4	1
104	Interdependent Preferences. SSRN Electronic Journal, 0, , .	0.4	0
105	Endogenous Preferences. SSRN Electronic Journal, 0, , .	0.4	0
106	The Value of Groups. SSRN Electronic Journal, 0, , .	0.4	11
107	Rational Expectations. SSRN Electronic Journal, 0, , .	0.4	1
108	Does Product Complexity Matter for Competition in Experimental Retail Markets?. SSRN Electronic Journal, 0, , .	0.4	6

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109	News and Expectations in Financial Markets: An Experimental Study. SSRN Electronic Journal, 0, , .	0.4	0
110	Understanding Perpetual R&D Races. SSRN Electronic Journal, 0, , .	0.4	0
111	Threshold Pricing in a Noisy World. SSRN Electronic Journal, 0, , .	0.4	0
112	Uncertainty, Choices and Prices in a Market for Lotteries. SSRN Electronic Journal, 0, , .	0.4	0
113	Social Desirability, Approval and Public Good Contribution. SSRN Electronic Journal, 0, , .	0.4	3
114	Price Low and then Price High or Price High and then Price Low?. SSRN Electronic Journal, 0, , .	0.4	0
115	Barro-Gordon Revisited: Reputational Equilibria with Inferential Expectations. SSRN Electronic Journal, 0, , .	0.4	0
116	On the Beliefs Off the Path: Equilibrium Refinement Due to Quantal Response and Level-K. 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	Envy and Agricultural Innovation in Africa: An Experimental Case Study from Ethiopia. SSRN Electronic Journal, 0, , .	0.4	0
119	Confounds and Objectives in Economic Experiments. SSRN Electronic Journal, 0, , .	0.4	1
120	Efficiency and Fairness in Revenue Sharing Contracts. SSRN Electronic Journal, 0, , .	0.4	1
121	Experimenter Demand Effects and Altruism Towards the Experimenter. SSRN Electronic Journal, 0, , .	0.4	0
122	Reminders, Payment Method and Charitable Giving: Evidence from an Online Experiment. SSRN Electronic Journal, 0, , .	0.4	0
123	Institutional Authority and Collusion. SSRN Electronic Journal, 0, , .	0.4	1
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