

# George Wu

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/10394566/publications.pdf>

Version: 2024-02-01

25  
papers

4,778  
citations

430874

18  
h-index

794594

19  
g-index

41  
all docs

41  
docs citations

41  
times ranked

2763  
citing authors

#	ARTICLE	IF	CITATIONS
1	Composition rules in original and cumulative prospect theory. <i>Theory and Decision</i> , 2022, 92, 647-675.	1.0	3
2	Goals as reference points in marathon running: A novel test of reference dependence. <i>Journal of Risk and Uncertainty</i> , 2018, 56, 19-50.	1.5	59
3	Reference-Dependent Preferences: Evidence from Marathon Runners. <i>Management Science</i> , 2017, 63, 1657-1672.	4.1	219
4	Risk in Negotiation. , 2012, , 278-292.		1
5	Competence effects for choices involving gains and losses. <i>Journal of Risk and Uncertainty</i> , 2010, 40, 109-132.	1.5	28
6	Goal-Induced Risk Taking in Negotiation and Decision Making. <i>Social Cognition</i> , 2009, 27, 342-364.	0.9	85
7	An Empirical Test of Gain-Loss Separability in Prospect Theory. <i>Management Science</i> , 2008, 54, 1322-1335.	4.1	87
8	Claiming a large slice of a small pie: Asymmetric disconfirmation in negotiation.. <i>Journal of Personality and Social Psychology</i> , 2007, 93, 212-233.	2.8	40
9	The Uncertainty Effect: When a Risky Prospect is Valued Less than its Worst Possible Outcome. <i>Quarterly Journal of Economics</i> , 2006, 121, 1283-1309.	8.6	233
10	Incorporating Behavioral Anomalies in Strategic Models. <i>Marketing Letters</i> , 2005, 16, 361-373.	2.9	28
11	Testing Prospect Theories Using Probability Tradeoff Consistency. <i>Journal of Risk and Uncertainty</i> , 2005, 30, 107-131.	1.5	31
12	Detecting Regime Shifts: The Causes of Under- and Overreaction. <i>Management Science</i> , 2005, 51, 932-947.	4.1	116
13	Consumer Control and Empowerment: A Primer. <i>Marketing Letters</i> , 2002, 13, 297-305.	2.9	262
14	Nonlinear Decision Weights in Choice Under Uncertainty. <i>Management Science</i> , 1999, 45, 74-85.	4.1	231
15	Goals as Reference Points. <i>Cognitive Psychology</i> , 1999, 38, 79-109.	2.2	826
16	On the Shape of the Probability Weighting Function. <i>Cognitive Psychology</i> , 1999, 38, 129-166.	2.2	1,053
17	Anxiety and Decision Making with Delayed Resolution of Uncertainty. <i>Theory and Decision</i> , 1999, 46, 159-199.	1.0	79
18	Common Consequence Conditions in Decision Making under Risk. <i>Journal of Risk and Uncertainty</i> , 1998, 16, 115-139.	1.5	78

#	ARTICLE	IF	CITATIONS
19	Curvature of the Probability Weighting Function. <i>Management Science</i> , 1996, 42, 1676-1690.	4.1	843
20	An empirical test of ordinal independence. <i>Journal of Risk and Uncertainty</i> , 1994, 9, 39-60.	1.5	99
21	Gain and Loss Ultimatums. <i>Advances in Applied Microeconomics</i> , 0, , 1-23.	0.3	29
22	Goals as Reference Points in Marathon Running: A Novel Test of Reference Dependence. <i>SSRN Electronic Journal</i> , 0, , .	0.4	7
23	Harnessing Optimism: How Eliciting Goals Improves Performance. <i>SSRN Electronic Journal</i> , 0, , .	0.4	7
24	Detecting Regime Shifts: The Causes of Under- and Over-Reaction. <i>SSRN Electronic Journal</i> , 0, , .	0.4	9
25	Learning to Detect Change. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1