

John H Kagel

List of Publications by Year in descending order

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87
papers

6,277
citations

87888

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89
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89
docs citations

89
times ranked

2135
citing authors

#	ARTICLE	IF	CITATIONS
1	Are Two Heads Better Than One? Team versus Individual Play in Signaling Games. <i>American Economic Review</i> , 2005, 95, 477-509.	8.5	371
2	Information Impact and Allocation Rules in Auctions with Affiliated Private Values: A Laboratory Study. <i>Econometrica</i> , 1987, 55, 1275.	4.2	366
3	Independent Private Value Auctions: Bidder Behaviour in First-, Second- and Third-Price Auctions with Varying Numbers of Bidders. <i>Economic Journal</i> , 1993, 103, 868.	3.6	364
4	Fairness in Ultimatum Games with Asymmetric Information and Asymmetric Payoffs. <i>Games and Economic Behavior</i> , 1996, 13, 100-110.	0.8	327
5	When foragers discount the future: constraint or adaptation?. <i>Animal Behaviour</i> , 1986, 34, 271-283.	1.9	244
6	Economic Demand Theory and Psychological Studies of Choice. <i>Psychology of Learning and Motivation - Advances in Research and Theory</i> , 1976, 10, 129-154.	1.1	221
7	Behavior in Multi-Unit Demand Auctions: Experiments with Uniform Price and Dynamic Vickrey Auctions. <i>Econometrica</i> , 2001, 69, 413-454.	4.2	213
8	The Dynamics of Reorganization in Matching Markets: A Laboratory Experiment Motivated by A Natural Experiments*. <i>Quarterly Journal of Economics</i> , 2000, 115, 201-235.	8.6	182
9	Gaming Against Managers in Incentive Systems: Experimental Results with Chinese Students and Chinese Managers. <i>American Economic Review</i> , 1999, 89, 781-804.	8.5	178
10	A Comparison of Naive and Experienced Bidders in Common Value Offer Auctions: A Laboratory Analysis. <i>Economic Journal</i> , 1989, 99, 108.	3.6	176
11	Bidding in Common Value Auctions: How the Commercial Construction Industry Corrects for the Winner's Curse. <i>Management Science</i> , 1996, 42, 1463-1475.	4.1	161
12	How Robust is Laboratory Gift Exchange?. <i>Experimental Economics</i> , 2004, 7, 189-205.	2.1	149
13	The Winner's Curse and Public Information in Common Value Auctions: Reply. <i>American Economic Review</i> , 1999, 89, 325-334.	8.5	142
14	Selection Bias, Demographic Effects, and Ability Effects in Common Value Auction Experiments. <i>American Economic Review</i> , 2007, 97, 1278-1304.	8.5	138
15	Substitutability in time allocation.. <i>Psychological Review</i> , 1980, 87, 355-374.	3.8	131
16	Behavioral Identification in Coalitional Bargaining: An Experimental Analysis of Demand Bargaining and Alternating Offers. <i>Econometrica</i> , 2005, 73, 1893-1937.	4.2	131
17	EXPERIMENTAL STUDIES OF CONSUMER DEMAND BEHAVIOR USING LABORATORY ANIMALS*. <i>Economic Inquiry</i> , 1975, 13, 22-38.	1.8	125
18	Bargaining in Legislatures: An Experimental Investigation of Open versus Closed Amendment Rules. <i>American Political Science Review</i> , 2003, 97, .	3.7	119

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19	Commodity-Choice Behavior with Pigeons as Subjects. <i>Journal of Political Economy</i> , 1981, 89, 67-91.	4.5	117
20	4. Other-Regarding Preferences A Selective Survey of Experimental Results. , 2016, , .		112
21	On the Existence of Predatory Pricing: An Experimental Study of Reputation and Entry Deterrence in the Chain-Store Game. <i>RAND Journal of Economics</i> , 1994, 25, 72.	2.3	108
22	Learning in common value auctions: Some initial observations. <i>Journal of Economic Behavior and Organization</i> , 1994, 25, 351-372.	2.0	106
23	Demand Curves for Animal Consumers. <i>Quarterly Journal of Economics</i> , 1981, 96, 1.	8.6	103
24	Nominal bargaining power, selection protocol, and discounting in legislative bargaining. <i>Journal of Public Economics</i> , 2005, 89, 1497-1517.	4.3	95
25	Risk aversion in rats (<i>Rattus norvegicus</i>) under varying levels of resource availability.. <i>Journal of Comparative Psychology</i> (Washington, D C: 1983), 1986, 100, 95-100.	0.5	88
26	Signalling and Adaptive Learning in an Entry Limit Pricing Game. <i>RAND Journal of Economics</i> , 1997, 28, 662.	2.3	82
27	9. Auctions A Survey of Experimental Research. , 2016, , .		82
28	Lessons Learned: Generalizing Learning Across Games. <i>American Economic Review</i> , 2003, 93, 202-207.	8.5	77
29	Gamson's Law versus non-cooperative bargaining theory. <i>Games and Economic Behavior</i> , 2005, 51, 365-390.	0.8	77
30	Common Value Auctions with Insider Information. <i>Econometrica</i> , 1999, 67, 1219-1238.	4.2	72
31	Behavioral economics: areas of cooperative research between economics and applied behavioral analysis1. <i>Journal of Applied Behavior Analysis</i> , 1972, 5, 335-342.	2.7	71
32	Tests of fairness models based on equity considerations in a three-person ultimatum game. <i>Experimental Economics</i> , 2001, 4, 203-219.	2.1	64
33	Learning and transfer in signaling games. <i>Economic Theory</i> , 2008, 34, 415-439.	0.9	63
34	Tests of Fairness Models Based on Equity Considerations in a Three-Person Ultimatum Game. <i>Experimental Economics</i> , 2001, 4, 203-219.	2.1	60
35	Veto power in committees: an experimental study. <i>Experimental Economics</i> , 2010, 13, 167-188.	2.1	58
36	FIRST-PRICE COMMON VALUE AUCTIONS: BIDDER BEHAVIOR AND THE "WINNER'S CURSE". <i>Economic Inquiry</i> , 1989, 27, 241-258.	1.8	56

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37	Comparative static effects of number of bidders and public information on behavior in second-price common value auctions. <i>International Journal of Game Theory</i> , 1995, 24, 293-319.	0.5	56
38	A TEST OF CONSUMER DEMAND THEORY USING OBSERVATIONS OF INDIVIDUAL CONSUMER PURCHASES. <i>Economic Inquiry</i> , 1973, 11, 411-428.	1.8	51
39	Super-Experienced Bidders in First-Price Common-Value Auctions: Rules of Thumb, NASH Equilibrium Bidding, and the Winner's Curse. <i>Review of Economics and Statistics</i> , 2001, 83, 408-419.	4.3	51
40	Multi-unit demand auctions with synergies: behavior in sealed-bid versus ascending-bid uniform-price auctions. <i>Games and Economic Behavior</i> , 2005, 53, 170-207.	0.8	48
41	Communication in legislative bargaining. <i>Journal of the Economic Science Association</i> , 2015, 1, 59-71.	2.3	45
42	The impact of meaningful context on strategic play in signaling games. <i>Journal of Economic Behavior and Organization</i> , 2003, 50, 311-337.	2.0	44
43	ADAPTIVE LEARNING vs. EQUILIBRIUM REFINEMENTS IN AN ENTRY LIMIT PRICING GAME*. <i>Economic Journal</i> , 1997, 107, 553-575.	3.6	43
44	Randomization, endogeneity and laboratory experiments: the role of cash balances in private value auctions. <i>Journal of Econometrics</i> , 2005, 125, 175-205.	6.5	42
45	Gender effects in private value auctions. <i>Economics Letters</i> , 2006, 92, 375-382.	1.9	42
46	The Role of Context and Team Play in Cross-Game Learning. <i>Journal of the European Economic Association</i> , 2009, 7, 1101-1139.	3.5	42
47	Implementing efficient multi-object auction institutions: An experimental study of the performance of boundedly rational agents. <i>Games and Economic Behavior</i> , 2009, 66, 221-237.	0.8	40
48	Ascending Prices and Package Bidding: A Theoretical and Experimental Analysis. <i>American Economic Journal: Microeconomics</i> , 2010, 2, 160-185.	1.2	40
49	Second-Price Auctions with Asymmetric Payoffs: An Experimental Investigation. <i>Journal of Economics and Management Strategy</i> , 1997, 6, 573-603.	0.8	38
50	Second-Price Auctions with Asymmetric Payoffs: An Experimental Investigation. <i>Journal of Economics and Management Strategy</i> , 1997, 6, 573-603.	0.8	37
51	Pork versus public goods: an experimental study of public good provision within a legislative bargaining framework. <i>Economic Theory</i> , 2012, 49, 779-800.	0.9	34
52	An Experimental Investigation of Consumer Behavior in a Controlled Environment. <i>Journal of Consumer Research</i> , 1974, 1, 52.	5.1	30
53	Behavior in a simplified stock market: the status quo bias, the disposition effect and the ostrich effect. <i>Annals of Finance</i> , 2009, 5, 1-14.	0.8	30
54	Token Economies and Experimental Economics. <i>Journal of Political Economy</i> , 1972, 80, 779-785.	4.5	29

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55	Cross-game learning: Experimental evidence from first-price and English common value auctions. <i>Economics Letters</i> , 1995, 49, 163-170.	1.9	25
56	Legislative bargaining with teams. <i>Games and Economic Behavior</i> , 2015, 93, 117-127.	0.8	24
57	A failure to communicate: an experimental investigation of the effects of advice on strategic play. <i>European Economic Review</i> , 2016, 82, 24-45.	2.3	24
58	CONSUMPTION-LEISURE TRADEOFFS IN PIGEONS: EFFECTS OF CHANGING MARGINAL WAGE RATES BY VARYING AMOUNT OF REINFORCEMENT. <i>Journal of the Experimental Analysis of Behavior</i> , 1987, 47, 17-28.	1.1	19
59	Almost common values auctions revisited. <i>European Economic Review</i> , 2005, 49, 1125-1136.	2.3	17
60	Consumer Demand Theory Applied to Choice Behavior of Rats. , 1980, , 237-267.		17
61	Team versus Individual Play in Finitely Repeated Prisoner Dilemma Games. <i>American Economic Journal: Microeconomics</i> , 2016, 8, 253-276.	1.2	16
62	Ascending prices and package bidding: Further experimental analysis. <i>Games and Economic Behavior</i> , 2014, 85, 210-231.	0.8	15
63	Selection Bias, Demographic Effects and Ability Effects in Common Value Auction Experiments. <i>SSRN Electronic Journal</i> , 2005, , .	0.4	13
64	Cooperation through communication: Teams and individuals in finitely repeated Prisonersâ€™ dilemma games. <i>Journal of Economic Behavior and Organization</i> , 2018, 146, 55-64.	2.0	13
65	The role of cognitive ability and personality traits for men and women in gift exchange outcomes. <i>Experimental Economics</i> , 2018, 21, 650-672.	2.1	13
66	Token Economy and Animal Models for the Experimental Analysis of Economic Behavior. , 1980, , 379-401.		12
67	Bliss points vs. minimum needs: Tests of competing motivational models. <i>Behavioural Processes</i> , 1985, 11, 61-77.	1.1	12
68	Adaptive Learning vs. Equilibrium Refinements in an Entry Limit Pricing Game. <i>Economic Journal</i> , 1997, 107, 553-575.	3.6	12
69	OPTIMAL PRICES AND ANIMAL CONSUMERS IN CONGESTED MARKETS. <i>Economic Inquiry</i> , 1986, 24, 181-193.	1.8	10
70	Survival auctions. <i>Economic Theory</i> , 2007, 33, 103-119.	0.9	10
71	Equilibrium selection in signaling games with teams: Forward induction or faster adaptive learning?. <i>Research in Economics</i> , 2009, 63, 216-224.	0.8	8
72	An experimental study of the generalized second price auction. <i>International Journal of Industrial Organization</i> , 2019, 63, 44-68.	1.2	8

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73	Reference point effects in legislative bargaining: experimental evidence. <i>Experimental Economics</i> , 2019, 22, 735-752.	2.1	7
74	Double Auction Markets with Stochastic Supply and Demand Schedules: Call Markets and Continuous Auction Trading Mechanisms. , 2004, , 181-208.		7
75	<scp>Almost Common Value Auctions: An Experiment</scp>. <i>Journal of Economics and Management Strategy</i> , 2008, 17, 1041-1058.	0.8	6
76	The Role of Cognitive Ability, Personality Traits and Gender in Gift Exchange Outcomes. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3
77	Auctions (Experiments). , 2008, , 1-8.		3
78	Legislative Bargaining with Teams. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3
79	auctions (experiments). , 2010, , 14-22.		2
80	Communication in Legislative Bargaining. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
81	Gains Versus Costs in Legislative Bargaining. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
82	Matching versus maximizing: Comments on Prelec's paper.. <i>Psychological Review</i> , 1983, 90, 380-384.	3.8	1
83	Introduction to Issue of <i>Experimental Economics</i> in Honor of Raymond C. Battalio. <i>Experimental Economics</i> , 2007, 10, 201-204.	2.1	1
84	Learning from peers in signaling game experiments. <i>Journal of Applied Econometrics</i> , 2012, 27, 1037-1058.	2.3	1
85	The Effects of Increasing versus Decreasing Private Goods on Legislative Bargaining: Experimental Evidence. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
86	Cooperation Through Communication: Teams and Individuals in a Finitely Repeated Prisoners Dilemma Game. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
87	Auctions (Experiments). , 2018, , 544-551.		0