

# John H Kagel

## List of Publications by Year in descending order

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86  
papers

6,277  
citations

100601

38  
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97045

71  
g-index

89  
all docs

89  
docs citations

89  
times ranked

2473  
citing authors

#	ARTICLE	IF	CITATIONS
1	Reference point effects in legislative bargaining: experimental evidence. <i>Experimental Economics</i> , 2019, 22, 735-752.	1.0	7
2	An experimental study of the generalized second price auction. <i>International Journal of Industrial Organization</i> , 2019, 63, 44-68.	0.6	8
3	Cooperation through communication: Teams and individuals in finitely repeated Prisonersâ€™ dilemma games. <i>Journal of Economic Behavior and Organization</i> , 2018, 146, 55-64.	1.0	13
4	The role of cognitive ability and personality traits for men and women in gift exchange outcomes. <i>Experimental Economics</i> , 2018, 21, 650-672.	1.0	13
5	Auctions (Experiments). , 2018, , 544-551.		0
6	4. Other-Regarding Preferences A Selective Survey of Experimental Results. , 2016, , .		112
7	9. Auctions A Survey of Experimental Research. , 2016, , .		82
8	A failure to communicate: an experimental investigation of the effects of advice on strategic play. <i>European Economic Review</i> , 2016, 82, 24-45.	1.2	24
9	Team versus Individual Play in Finitely Repeated Prisoner Dilemma Games. <i>American Economic Journal: Microeconomics</i> , 2016, 8, 253-276.	0.7	16
10	Legislative bargaining with teams. <i>Games and Economic Behavior</i> , 2015, 93, 117-127.	0.4	24
11	Communication in legislative bargaining. <i>Journal of the Economic Science Association</i> , 2015, 1, 59-71.	1.8	45
12	Ascending prices and package bidding: Further experimental analysis. <i>Games and Economic Behavior</i> , 2014, 85, 210-231.	0.4	15
13	Learning from peers in signaling game experiments. <i>Journal of Applied Econometrics</i> , 2012, 27, 1037-1058.	1.3	1
14	Pork versus public goods: an experimental study of public good provision within a legislative bargaining framework. <i>Economic Theory</i> , 2012, 49, 779-800.	0.5	34
15	Ascending Prices and Package Bidding: A Theoretical and Experimental Analysis. <i>American Economic Journal: Microeconomics</i> , 2010, 2, 160-185.	0.7	40
16	Veto power in committees: an experimental study. <i>Experimental Economics</i> , 2010, 13, 167-188.	1.0	58
17	auctions (experiments). , 2010, , 14-22.		2
18	Equilibrium selection in signaling games with teams: Forward induction or faster adaptive learning?. <i>Research in Economics</i> , 2009, 63, 216-224.	0.4	8

#	ARTICLE	IF	CITATIONS
19	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.	0.3	30
20	The Role of Context and Team Play in Cross-Game Learning. <i>Journal of the European Economic Association</i> , 2009, 7, 1101-1139.	1.9	42
21	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.	0.4	40
22	Learning and transfer in signaling games. <i>Economic Theory</i> , 2008, 34, 415-439.	0.5	63
23	<scp>Almost Common Value Auctions: An Experiment</scp>. <i>Journal of Economics and Management Strategy</i> , 2008, 17, 1041-1058.	0.4	6
24	Auctions (Experiments). , 2008, , 1-8.		3
25	Selection Bias, Demographic Effects, and Ability Effects in Common Value Auction Experiments. <i>American Economic Review</i> , 2007, 97, 1278-1304.	4.0	138
26	Survival auctions. <i>Economic Theory</i> , 2007, 33, 103-119.	0.5	10
27	Introduction to Issue of Experimental Economics in Honor of Raymond C. Battalio. <i>Experimental Economics</i> , 2007, 10, 201-204.	1.0	1
28	Gender effects in private value auctions. <i>Economics Letters</i> , 2006, 92, 375-382.	0.9	42
29	Are Two Heads Better Than One? Team versus Individual Play in Signaling Games. <i>American Economic Review</i> , 2005, 95, 477-509.	4.0	371
30	Randomization, endogeneity and laboratory experiments: the role of cash balances in private value auctions. <i>Journal of Econometrics</i> , 2005, 125, 175-205.	3.5	42
31	Behavioral Identification in Coalitional Bargaining: An Experimental Analysis of Demand Bargaining and Alternating Offers. <i>Econometrica</i> , 2005, 73, 1893-1937.	2.6	131
32	Nominal bargaining power, selection protocol, and discounting in legislative bargaining. <i>Journal of Public Economics</i> , 2005, 89, 1497-1517.	2.2	95
33	Selection Bias, Demographic Effects and Ability Effects in Common Value Auction Experiments. <i>SSRN Electronic Journal</i> , 2005, , .	0.4	13
34	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.	0.4	48
35	Gamson's Law versus non-cooperative bargaining theory. <i>Games and Economic Behavior</i> , 2005, 51, 365-390.	0.4	77
36	Almost common values auctions revisited. <i>European Economic Review</i> , 2005, 49, 1125-1136.	1.2	17

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37	How Robust is Laboratory Gift Exchange?. <i>Experimental Economics</i> , 2004, 7, 189-205.	1.0	149
38	Double Auction Markets with Stochastic Supply and Demand Schedules: Call Markets and Continuous Auction Trading Mechanisms. , 2004, , 181-208.		7
39	The impact of meaningful context on strategic play in signaling games. <i>Journal of Economic Behavior and Organization</i> , 2003, 50, 311-337.	1.0	44
40	Bargaining in Legislatures: An Experimental Investigation of Open versus Closed Amendment Rules. <i>American Political Science Review</i> , 2003, 97, .	2.6	119
41	Lessons Learned: Generalizing Learning Across Games. <i>American Economic Review</i> , 2003, 93, 202-207.	4.0	77
42	Tests of Fairness Models Based on Equity Considerations in a Three-Person Ultimatum Game. <i>Experimental Economics</i> , 2001, 4, 203-219.	1.0	60
43	Behavior in Multi-Unit Demand Auctions: Experiments with Uniform Price and Dynamic Vickrey Auctions. <i>Econometrica</i> , 2001, 69, 413-454.	2.6	213
44	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.	2.3	51
45	Tests of fairness models based on equity considerations in a three-person ultimatum game. <i>Experimental Economics</i> , 2001, 4, 203-219.	1.0	64
46	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.	3.8	182
47	Common Value Auctions with Insider Information. <i>Econometrica</i> , 1999, 67, 1219-1238.	2.6	72
48	The Winner's Curse and Public Information in Common Value Auctions: Reply. <i>American Economic Review</i> , 1999, 89, 325-334.	4.0	142
49	Gaming Against Managers in Incentive Systems: Experimental Results with Chinese Students and Chinese Managers. <i>American Economic Review</i> , 1999, 89, 781-804.	4.0	178
50	Signalling and Adaptive Learning in an Entry Limit Pricing Game. <i>RAND Journal of Economics</i> , 1997, 28, 662.	1.3	82
51	Second-Price Auctions with Asymmetric Payoffs: An Experimental Investigation. <i>Journal of Economics and Management Strategy</i> , 1997, 6, 573-603.	0.4	37
52	ADAPTIVE LEARNING vs. EQUILIBRIUM REFINEMENTS IN AN ENTRY LIMIT PRICING GAME*. <i>Economic Journal</i> , 1997, 107, 553-575.	1.9	43
53	Second-Price Auctions with Asymmetric Payoffs: An Experimental Investigation. <i>Journal of Economics and Management Strategy</i> , 1997, 6, 573-603.	0.4	38
54	Fairness in Ultimatum Games with Asymmetric Information and Asymmetric Payoffs. <i>Games and Economic Behavior</i> , 1996, 13, 100-110.	0.4	327

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55	Bidding in Common Value Auctions: How the Commercial Construction Industry Corrects for the Winner's Curse. <i>Management Science</i> , 1996, 42, 1463-1475.	2.4	161
56	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
57	Cross-game learning: Experimental evidence from first-price and English common value auctions. <i>Economics Letters</i> , 1995, 49, 163-170.	0.9	25
58	Learning in common value auctions: Some initial observations. <i>Journal of Economic Behavior and Organization</i> , 1994, 25, 351-372.	1.0	106
59	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.	1.3	108
60	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.	1.9	364
61	FIRST-PRICE COMMON VALUE AUCTIONS: BIDDER BEHAVIOR AND THE "WINNER'S CURSE". <i>Economic Inquiry</i> , 1989, 27, 241-258.	1.0	56
62	A Comparison of Naive and Experienced Bidders in Common Value Offer Auctions: A Laboratory Analysis. <i>Economic Journal</i> , 1989, 99, 108.	1.9	176
63	Information Impact and Allocation Rules in Auctions with Affiliated Private Values: A Laboratory Study. <i>Econometrica</i> , 1987, 55, 1275.	2.6	366
64	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.	0.8	19
65	When foragers discount the future: constraint or adaptation?. <i>Animal Behaviour</i> , 1986, 34, 271-283.	0.8	244
66	Risk aversion in rats ( <i>Rattus norvegicus</i> ) under varying levels of resource availability.. <i>Journal of Comparative Psychology (Washington, D C: 1983)</i> , 1986, 100, 95-100.	0.3	88
67	OPTIMAL PRICES AND ANIMAL CONSUMERS IN CONGESTED MARKETS. <i>Economic Inquiry</i> , 1986, 24, 181-193.	1.0	10
68	Bliss points vs. minimum needs: Tests of competing motivational models. <i>Behavioural Processes</i> , 1985, 11, 61-77.	0.5	12
69	Matching versus maximizing: Comments on Prelec's paper.. <i>Psychological Review</i> , 1983, 90, 380-384.	2.7	1
70	Demand Curves for Animal Consumers. <i>Quarterly Journal of Economics</i> , 1981, 96, 1.	3.8	103
71	Commodity-Choice Behavior with Pigeons as Subjects. <i>Journal of Political Economy</i> , 1981, 89, 67-91.	3.3	117
72	Substitutability in time allocation.. <i>Psychological Review</i> , 1980, 87, 355-374.	2.7	131

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73	Token Economy and Animal Models for the Experimental Analysis of Economic Behavior. , 1980, , 379-401.		12
74	Consumer Demand Theory Applied to Choice Behavior of Rats. , 1980, , 237-267.		17
75	Economic Demand Theory and Psychological Studies of Choice. Psychology of Learning and Motivation - Advances in Research and Theory, 1976, 10, 129-154.	0.5	221
76	EXPERIMENTAL STUDIES OF CONSUMER DEMAND BEHAVIOR USING LABORATORY ANIMALS*. Economic Inquiry, 1975, 13, 22-38.	1.0	125
77	An Experimental Investigation of Consumer Behavior in a Controlled Environment. Journal of Consumer Research, 1974, 1, 52.	3.5	30
78	A TEST OF CONSUMER DEMAND THEORY USING OBSERVATIONS OF INDIVIDUAL CONSUMER PURCHASES. Economic Inquiry, 1973, 11, 411-428.	1.0	51
79	Token Economies and Experimental Economics. Journal of Political Economy, 1972, 80, 779-785.	3.3	29
80	Behavioral economics: areas of cooperative research between economics and applied behavioral analysis1. Journal of Applied Behavior Analysis, 1972, 5, 335-342.	2.2	71
81	The Role of Cognitive Ability, Personality Traits and Gender in Gift Exchange Outcomes. SSRN Electronic Journal, 0, , .	0.4	3
82	Legislative Bargaining with Teams. SSRN Electronic Journal, 0, , .	0.4	3
83	Communication in Legislative Bargaining. SSRN Electronic Journal, 0, , .	0.4	2
84	The Effects of Increasing versus Decreasing Private Goods on Legislative Bargaining: Experimental Evidence. SSRN Electronic Journal, 0, , .	0.4	0
85	Cooperation Through Communication: Teams and Individuals in a Finitely Repeated Prisoners Dilemma Game. SSRN Electronic Journal, 0, , .	0.4	0
86	Gains Versus Costs in Legislative Bargaining. SSRN Electronic Journal, 0, , .	0.4	2