

# Nava Ashraf

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/10937278/publications.pdf>

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25  
papers

3,905  
citations

430874

18  
h-index

642732

23  
g-index

27  
all docs

27  
docs citations

27  
times ranked

2422  
citing authors

#	ARTICLE	IF	CITATIONS
1	Tying Odysseus to the Mast: Evidence From a Commitment Savings Product in the Philippines. Quarterly Journal of Economics, 2006, 121, 635-672.	8.6	1,075
2	Decomposing trust and trustworthiness. Experimental Economics, 2006, 9, 193-208.	2.1	476
3	Spousal Control and Intra-Household Decision Making: An Experimental Study in the Philippines. American Economic Review, 2009, 99, 1245-1277.	8.5	334
4	Can Higher Prices Stimulate Product Use? Evidence from a Field Experiment in Zambia. American Economic Review, 2010, 100, 2383-2413.	8.5	310
5	No margin, no mission? A field experiment on incentives for public service delivery. Journal of Public Economics, 2014, 120, 1-17.	4.3	301
6	Female Empowerment: Impact of a Commitment Savings Product in the Philippines. World Development, 2010, 38, 333-344.	4.9	265
7	Household Bargaining and Excess Fertility: An Experimental Study in Zambia. American Economic Review, 2014, 104, 2210-2237.	8.5	206
8	Finding Missing Markets (and a Disturbing Epilogue): Evidence from an Export Crop Adoption and Marketing Intervention in Kenya. American Journal of Agricultural Economics, 2009, 91, 973-990.	4.3	142
9	Awards unbundled: Evidence from a natural field experiment. Journal of Economic Behavior and Organization, 2014, 100, 44-63.	2.0	137
10	Bride Price and Female Education. Journal of Political Economy, 2020, 128, 591-641.	4.5	94
11	Losing Prosociality in the Quest for Talent? Sorting, Selection, and Productivity in the Delivery of Public Services. American Economic Review, 2020, 110, 1355-1394.	8.5	87
12	Social Incentives in Organizations. Annual Review of Economics, 2018, 10, 439-463.	5.5	86
13	Savings in Transnational Households: A Field Experiment among Migrants from El Salvador. Review of Economics and Statistics, 2015, 97, 332-351.	4.3	75
14	Information and subsidies: Complements or substitutes?. Journal of Economic Behavior and Organization, 2013, 88, 133-139.	2.0	61
15	Infrastructure, Incentives, and Institutions. American Economic Review, 2016, 106, 77-82.	8.5	49
16	Altruistic Capital. American Economic Review, 2017, 107, 70-75.	8.5	43
17	Negotiating a Better Future: How Interpersonal Skills Facilitate Intergenerational Investment*. Quarterly Journal of Economics, 2020, 135, 1095-1151.	8.6	42
18	Deposit Collectors. B E Journal of Economic Analysis and Policy, 2007, 6, .	0.9	24

#	ARTICLE	IF	CITATIONS
19	Rx: human nature. Harvard Business Review, 2013, 91, 119-23, 125, 143.	3.1	18
20	Traditional Beliefs and Learning about Maternal Risk in Zambia. American Economic Review, 2017, 107, 511-515.	8.5	15
21	Finding Missing Markets (And A Disturbing Epilogue) : Evidence From An Export Crop Adoption And Marketing Intervention In Kenya. Policy Research Working Papers, 2008, , .	1.4	15
22	Household Decision Making and Savings Impacts: Further Evidence from a Commitment Savings Product in the Philippines. SSRN Electronic Journal, 0, , .	0.4	7
23	The Distinctive Values of Bankers. AEA Papers and Proceedings American Economic Association, 2020, 110, 167-171.	1.2	5
24	Water, Health and Wealth: The Impact of Piped Water Outages on Disease Prevalence and Financial Transactions in Zambia. Economica, 2021, 88, 755-781.	1.6	4
25	Commentary on "Promising careers? A critical analysis of a randomised control trial in community health worker recruitment in Zambia," by James Wintrup. Social Science and Medicine, 2021, , 114531.	3.8	0