

Paul Webley

List of Publications by Year in descending order

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Version: 2024-02-01

72
papers

3,826
citations

159525

30
h-index

133188

59
g-index

75
all docs

75
docs citations

75
times ranked

1998
citing authors

#	ARTICLE	IF	CITATIONS
1	Money as tool, money as drug: The biological psychology of a strong incentive. Behavioral and Brain Sciences, 2006, 29, 161-209.	0.4	470
2	Psychological factors in consumer debt: Money management, economic socialization, and credit use. Journal of Economic Psychology, 1995, 16, 681-701.	1.1	300
3	Parents's influence on children's future orientation and saving. Journal of Economic Psychology, 2006, 27, 140-164.	1.1	267
4	The economic psychology of consumer debt. Journal of Economic Psychology, 1993, 14, 85-119.	1.1	226
5	The hierarchical structure of saving motives. Journal of Economic Psychology, 2005, 26, 21-34.	1.1	169
6	Why Are Modern Families Small? Toward an Evolutionary and Cultural Explanation for the Demographic Transition. Personality and Social Psychology Review, 2005, 9, 360-375.	3.4	165
7	Commitment among ethical investors: An experimental approach. Journal of Economic Psychology, 2001, 22, 27-42.	1.1	144
8	Life-cycle and dispositional routes into problem debt. British Journal of Psychology, 2001, 92, 423-446.	1.2	136
9	Sticking to our guns: social identity as a basis for the maintenance of commitment to faltering organizational projects. Journal of Organizational Behavior, 2006, 27, 607-628.	2.9	113
10	The role of personality in household saving and borrowing behaviour. European Journal of Personality, 2001, 15, S85-S103.	1.9	97
11	Decision frame and opportunity as determinants of tax cheating. Journal of Economic Psychology, 1990, 11, 341-364.	1.1	94
12	Pride in economic psychology. Journal of Economic Psychology, 1997, 18, 323-340.	1.1	83
13	Economic socialization, saving and assets in European young adults. Economics of Education Review, 2013, 33, 19-30.	0.7	78
14	Children's use of saving strategies: An experimental approach. Journal of Economic Psychology, 2006, 27, 57-72.	1.1	71
15	Social Relationships and the Unacceptability of Money as a Gift. Journal of Social Psychology, 1989, 129, 85-91.	1.0	68
16	Filling the gap between planning and doing: Psychological factors involved in the successful implementation of saving intention. Journal of Economic Psychology, 2007, 28, 444-461.	1.1	68
17	Influences on communication about reproduction: the cultural evolution of low fertility. Evolution and Human Behavior, 2007, 28, 199-210.	1.4	62
18	Save Now, Save Later?. European Psychologist, 2011, 16, 227-237.	1.8	62

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19	The prediction of self-reported and hypothetical tax-evasion: Evidence from England, France and Norway. <i>Journal of Economic Psychology</i> , 2001, 22, 141-155.	1.1	57
20	Nuclear Attitudes Before and After Chernobyl: Change and Judgment1. <i>Journal of Applied Social Psychology</i> , 1989, 19, 689-700.	1.3	56
21	Small business owners' attitudes on VAT compliance in the UK. <i>Journal of Economic Psychology</i> , 2001, 22, 195-216.	1.1	55
22	The polymorphous concept of money. <i>Journal of Economic Psychology</i> , 1992, 13, 71-92.	1.1	51
23	Sex differences in home range and cognitive maps in eight-year old children. <i>Journal of Environmental Psychology</i> , 1981, 1, 293-302.	2.3	48
24	Tax Evasion on the Micro: Significant Simulations or Expedient Experiments?. <i>Journal of Interdisciplinary Economics</i> , 1986, 1, 87-100.	0.4	48
25	The Partial Unacceptability of Money in Repayment for Neighborly Help. <i>Human Relations</i> , 1993, 46, 65-76.	3.8	47
26	Tax communication and social influence: evidence from a British sample. , 1999, 9, 237-241.		46
27	Decision frames, opportunity and tax evasion. <i>Journal of Economic Behavior and Organization</i> , 1990, 14, 353-361.	1.0	40
28	Nuclear attitudes after chernobyl: a cross-national study. <i>Journal of Environmental Psychology</i> , 1990, 10, 101-110.	2.3	39
29	A Study in Economic Psychology: Children's Saving in a Play Economy. <i>Human Relations</i> , 1991, 44, 127-146.	3.8	36
30	In search of the economic self. <i>Journal of Socio-Economics</i> , 2005, 34, 585-604.	1.0	34
31	Audit probabilities and tax evasion in a business simulation. <i>Economics Letters</i> , 1987, 25, 267-270.	0.9	33
32	Supervision in Occupational Therapy, Part 1: The Supervisor's Anxieties. <i>British Journal of Occupational Therapy</i> , 2001, 64, 337-345.	0.5	32
33	THE DEVELOPMENT OF ADAPTIVE CHOICE IN A SELF-CONTROL PARADIGM. <i>Journal of the Experimental Analysis of Behavior</i> , 1989, 51, 77-85.	0.8	31
34	Supervision in Occupational Therapy, Part 3: Accommodating the Supervisor and the Supervisee. <i>British Journal of Occupational Therapy</i> , 2001, 64, 426-431.	0.5	30
35	Effort and Aspirations in Tax Evasion: Experimental Evidence. <i>Applied Psychology</i> , 2009, 58, 488-507.	4.4	30
36	Factors in lay preferences for government or private supply of services. <i>Journal of Economic Psychology</i> , 2005, 26, 73-87.	1.1	29

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37	Supervision in Occupational Therapy, Part 2: The Supervisee's Dilemma. <i>British Journal of Occupational Therapy</i> , 2001, 64, 380-386.	0.5	28
38	South African children's views of wealth, poverty, inequality and unemployment. <i>Journal of Economic Psychology</i> , 1999, 20, 593-612.	1.1	26
39	Adolescents' understanding of poverty and the poor in rural Malaysia. <i>Journal of Economic Psychology</i> , 2011, 32, 231-239.	1.1	23
40	Towards a more realistic psychology of economic socialization. <i>Journal of Economic Psychology</i> , 1993, 14, 461-472.	1.1	22
41	"But everyone else is doing it": a closer look at the occupational taxpaying culture of one business sector. <i>Journal of Community and Applied Social Psychology</i> , 2008, 18, 194-210.	1.4	22
42	Who responds to changes in taxation? The relationship between taxation and incentive to work. <i>Journal of Economic Psychology</i> , 1992, 13, 735-748.	1.1	20
43	Sex Differences in Children's Environmental Cognition. <i>Journal of Social Psychology</i> , 1987, 127, 223-225.	1.0	19
44	Why Do Some Owners Allow Their Dogs to Foul the Pavement? The Social Psychology of a Minor Rule Infraction. <i>Journal of Applied Social Psychology</i> , 2000, 30, 1371-1380.	1.3	19
45	The role of occupational taxpaying cultures in taxpaying behaviour and attitudes. <i>Journal of Economic Psychology</i> , 2009, 30, 216-227.	1.1	19
46	South African children's understanding of money and banking. <i>British Journal of Developmental Psychology</i> , 2000, 18, 269-278.	0.9	18
47	CHILDREN'S CHOICE: SENSITIVITY TO CHANGES IN REINFORCER DENSITY. <i>Journal of the Experimental Analysis of Behavior</i> , 1989, 51, 185-197.	0.8	14
48	The development of conceptions of unemployment among adolescents. <i>Journal of Adolescence</i> , 1983, 6, 317-328.	1.2	12
49	The implicit psychology of total quality management. <i>Total Quality Management and Business Excellence</i> , 1996, 7, 483-492.	0.6	12
50	Saving, Selling, Earning, and Negotiating: How Adolescents Acquire Monetary Lump Sums and Who Considers Saving. <i>Journal of Consumer Affairs</i> , 2016, 50, 342-371.	1.2	12
51	Inter-temporal choice and self-control: saving and borrowing. , 2008, , 105-131.		11
52	The Relationship Between Parenting and the Economic Orientation and Behavior of Norwegian Adolescents. <i>Journal of Genetic Psychology</i> , 2013, 174, 620-641.	0.6	11
53	Economic preferences and inflationary expectations. <i>Journal of Economic Psychology</i> , 1986, 7, 359-369.	1.1	10
54	Mental Accounting in Childhood. <i>Citizenship, Social and Economics Education</i> , 1998, 3, 55-64.	0.2	10

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55	Gaming of performance measurement in health care: Parallels with tax compliance. <i>Journal of Health Services Research and Policy</i> , 2010, 15, 236-242.	0.8	10
56	Accounts of accounts: En route to an economic psychology of personal finance. <i>Journal of Economic Psychology</i> , 1995, 16, 469-475.	1.1	8
57	The role of economic and psychological variables in parking violations. <i>Psychology, Crime and Law</i> , 1997, 3, 111-133.	0.8	8
58	A methodology for cultural measurement and change: A case study. <i>Total Quality Management and Business Excellence</i> , 1999, 10, 121-128.	0.6	8
59	The distinct role of group-central and group-peripheral norms in taxpaying behaviour. <i>Journal of Socio-Economics</i> , 2009, 38, 230-237.	1.0	8
60	Predicting attitudes to oil and to nuclear energy. <i>Journal of Environmental Psychology</i> , 1988, 8, 141-147.	2.3	7
61	The Perceived Value of a New Coin. <i>Journal of Social Psychology</i> , 1992, 132, 143-144.	1.0	4
62	Psychological hypotheses about the evolution of constructs: A comment and some further evidence. <i>British Journal of Psychology</i> , 1984, 75, 363-366.	1.2	3
63	The future of fiscal psychology. <i>Journal of Economic Psychology</i> , 1992, 13, 515-519.	1.1	3
64	Motivations for ethical choices in economic contexts. <i>World Futures</i> , 2001, 56, 263-278.	0.8	3
65	Money: Motivation, metaphors, and mores. <i>Behavioral and Brain Sciences</i> , 2006, 29, 196-204.	0.4	3
66	Economic socialization in the pre-adult years: A comment on Stacey. <i>British Journal of Social Psychology</i> , 1983, 22, 264-265.	1.8	2
67	Money: Metaphors and Motives. , 2014, , 21-35.		2
68	Inflationary expectations and policy preferences. <i>Economics Letters</i> , 1988, 28, 239-241.	0.9	1
69	Children's understanding of motives for deception. <i>European Journal of Social Psychology</i> , 1984, 14, 455-458.	1.5	0
70	The structure of mind: Piaget, Popper and the methodology of scientific research programs. <i>New Ideas in Psychology</i> , 1985, 3, 283-286.	1.2	0
71	The Relationship between Physical and Social Reasoning in Adolescents. <i>Journal of Genetic Psychology</i> , 1987, 148, 375-384.	0.6	0
72	Studies on minimal rule behaviour: Formal rules in public places. <i>Psychology, Crime and Law</i> , 1998, 4, 309-321.	0.8	0