

# Gary E Bolton

## List of Publications by Year in descending order

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53  
papers

8,107  
citations

236925

25  
h-index

189892

50  
g-index

54  
all docs

54  
docs citations

54  
times ranked

3647  
citing authors

#	ARTICLE	IF	CITATIONS
1	ERC: A Theory of Equity, Reciprocity, and Competition. American Economic Review, 2000, 90, 166-193.	8.5	4,033
2	How Effective Are Electronic Reputation Mechanisms? An Experimental Investigation. Management Science, 2004, 50, 1587-1602.	4.1	549
3	Anonymity versus Punishment in Ultimatum Bargaining. Games and Economic Behavior, 1995, 10, 95-121.	0.8	421
4	Dictator game giving: Rules of fairness versus acts of kindness. International Journal of Game Theory, 1998, 27, 269-299.	0.5	362
5	Learning by Doing in the Newsvendor Problem: A Laboratory Investigation of the Role of Experience and Feedback. Manufacturing and Service Operations Management, 2008, 10, 519-538.	3.7	356
6	Fair Procedures: Evidence from Games Involving Lotteries. Economic Journal, 2005, 115, 1054-1076.	3.6	282
7	Cooperation among strangers with limited information about reputation. Journal of Public Economics, 2005, 89, 1457-1468.	4.3	245
8	Managers and Students as Newsvendors. Management Science, 2012, 58, 2225-2233.	4.1	219
9	An experimental test for gender differences in beneficent behavior. Economics Letters, 1995, 48, 287-292.	1.9	211
10	An experimental test of the crowding out hypothesis: The nature of beneficent behavior. Journal of Economic Behavior and Organization, 1998, 37, 315-331.	2.0	100
11	Betrayal Aversion: Evidence from Brazil, China, Oman, Switzerland, Turkey, and the United States: Comment. American Economic Review, 2010, 100, 628-633.	8.5	99
12	Estimating the Influence of Fairness on Bargaining Behavior. Management Science, 2008, 54, 1774-1791.	4.1	91
13	Inequality Aversion, Efficiency, and Maximin Preferences in Simple Distribution Experiments: Comment. American Economic Review, 2006, 96, 1906-1911.	8.5	89
14	Strategy and Equity: An ERC-Analysis of the "van Damme Game. Journal of Mathematical Psychology, 1998, 42, 215-226.	1.8	86
15	A Laboratory Study of the Benefits of Including Uncertainty Information in Weather Forecasts. Weather and Forecasting, 2006, 21, 116-122.	1.4	84
16	Adaptive Learning versus Punishment in Ultimatum Bargaining. Games and Economic Behavior, 2001, 37, 1-25.	0.8	71
17	How Communication Links Influence Coalition Bargaining: A Laboratory Investigation. Management Science, 2003, 49, 583-598.	4.1	71
18	Social responsibility promotes conservative risk behavior. European Economic Review, 2015, 74, 109-127.	2.3	70

#	ARTICLE	IF	CITATIONS
19	Measuring Motivations for the Reciprocal Responses Observed in a Simple Dilemma Game. <i>Experimental Economics</i> , 1998, 1, 207-219.	2.1	54
20	Measuring motivations for the reciprocal responses observed in a simple dilemma game. <i>Experimental Economics</i> , 1998, 1, 207-219.	2.1	54
21	A stress test of fairness measures in models of social utility. <i>Economic Theory</i> , 2005, 25, 957.	0.9	49
22	How Werner G&Auml;th's ultimatum game shaped our understanding of social behavior. <i>Journal of Economic Behavior and Organization</i> , 2014, 108, 292-318.	2.0	49
23	Behavioral economic engineering. <i>Journal of Economic Psychology</i> , 2012, 33, 665-676.	2.2	47
24	Trust among Internet Traders. <i>Analyse Und Kritik</i> , 2004, 26, 185-202.	0.7	39
25	On the influence of hard leverage in a soft leverage bargaining game: The importance of credible claims. <i>Games and Economic Behavior</i> , 2016, 99, 164-179.	0.8	38
26	Reinterpreting Arbitration's Narcotic Effect: An Experimental Study of Learning in Repeated Bargaining. <i>Games and Economic Behavior</i> , 1998, 25, 1-33.	0.8	29
27	Engineering Trust - Reciprocity in the Production of Reputation Information. <i>SSRN Electronic Journal</i> , 2009, , .	0.4	27
28	The rationality of splitting equally. <i>Journal of Economic Behavior and Organization</i> , 1997, 32, 365-381.	2.0	24
29	Does laboratory trading mirror behavior in real world markets? Fair bargaining and competitive bidding on eBay. <i>Journal of Economic Behavior and Organization</i> , 2014, 97, 143-154.	2.0	22
30	How strategy sensitive are contributions?. <i>Economic Theory</i> , 2000, 15, 367-387.	0.9	21
31	Fair Procedures: Evidence from Games Involving Lotteries. <i>SSRN Electronic Journal</i> , 2001, , .	0.4	20
32	Inflated Reputations: Uncertainty, Leniency, and Moral Wiggle Room in Trader Feedback Systems. <i>Management Science</i> , 2019, 65, 5371-5391.	4.1	20
33	Game theory&AElig;s role in role-playing. <i>International Journal of Forecasting</i> , 2002, 18, 353-358.	6.5	16
34	Chapter 59 Self-centered Fairness in Games with More Than Two Players. <i>Handbook of Experimental Economics Results</i> , 2008, , 531-540.	0.2	14
35	Cooperation Among Strangers with Limited Information About Reputation. <i>SSRN Electronic Journal</i> , 2003, , .	0.4	13
36	Information value and externalities in reputation building. <i>International Journal of Industrial Organization</i> , 2011, 29, 23-33.	1.2	13

#	ARTICLE	IF	CITATIONS
37	Cry Wolf or Equivocate? Credible Forecast Guidance in a Cost-Loss Game. <i>Management Science</i> , 2018, 64, 1440-1457.	4.1	13
38	How do coalitions get built? Evidence from an extensive form coalition game with and without communication. <i>International Journal of Game Theory</i> , 2012, 41, 623-649.	0.5	12
39	Bargaining and Dilemma Games: From Laboratory Data Towards Theoretical Synthesis. <i>Experimental Economics</i> , 1998, 1, 257-281.	2.1	11
40	Analyzing Ultimatum Bargaining: A Bayesian Approach to the Comparison of Two Potency Curves Under Shape Constraints. <i>Journal of Business and Economic Statistics</i> , 1997, 15, 335-344.	2.9	10
41	Analyzing Ultimatum Bargaining: A Bayesian Approach to the Comparison of Two Potency Curves under Shape Constraints. <i>Journal of Business and Economic Statistics</i> , 1997, 15, 335.	2.9	10
42	Managers and Students as Newsvendors: How Out-of-Task Experience Matters. <i>SSRN Electronic Journal</i> , 2010, , .	0.4	10
43	Bayes Factors with an Application to Experimental Economics. <i>Experimental Economics</i> , 2003, 6, 311-325.	2.1	9
44	Norm Enforcement in Markets: Group Identity and the Volunteering of Feedback. <i>Economic Journal</i> , 2020, 130, 1248-1261.	3.6	7
45	Bargaining and dilemma games: From laboratory data towards theoretical synthesis. <i>Experimental Economics</i> , 1998, 1, 257-281.	2.1	7
46	Reanalyzing Ultimatum Bargaining—Comparing Nondecreasing Curves Without Shape Constraints. <i>Journal of Business and Economic Statistics</i> , 2002, 20, 423-430.	2.9	5
47	Chapter 55 Testing Theories of Other-regarding Behavior: A Sequence of Four Laboratory Studies. <i>Handbook of Experimental Economics Results</i> , 2008, , 488-499.	0.2	5
48	Towards an interdisciplinary perspective of training intervention for negotiations: Developing strategic negotiation support contents. <i>Decision Support Systems</i> , 2010, 49, 213-221.	5.9	5
49	Introduction to the Special Issue on Experimental Economics in Practice. <i>Interfaces</i> , 2002, 32, 1-3.	1.5	4
50	Who Is the Best at Making Decisions?. <i>International Commerce Review</i> , 2010, 9, 48-57.	0.2	4
51	Social Behavior in Economic Games. , 2010, , 185-202.		2
52	The Role of Learning in Arbitration: An Exploratory Experiment. , 2004, , 235-257.		1
53	Introduction to the Special Issue on Experimental Economics. <i>Journal of Mathematical Psychology</i> , 1998, 42, 129-132.	1.8	0