

Robin M Hogarth

List of Publications by Year in descending order

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118
papers

15,003
citations

61984

43
h-index

37204

96
g-index

124
all docs

124
docs citations

124
times ranked

6727
citing authors

#	ARTICLE	IF	CITATIONS
1	Behavioral Decision Theory: Processes of Judgement and Choice. Annual Review of Psychology, 1981, 32, 53-88.	17.7	1,520
2	Order effects in belief updating: The belief-adjustment model. Cognitive Psychology, 1992, 24, 1-55.	2.2	1,338
3	The Effects of Financial Incentives in Experiments: A Review and Capital-Labor-Production Framework. Journal of Risk and Uncertainty, 1999, 19, 7-42.	1.5	1,293
4	Confidence in judgment: Persistence of the illusion of validity.. Psychological Review, 1978, 85, 395-416.	3.8	977
5	Judging probable cause.. Psychological Bulletin, 1986, 99, 3-19.	6.1	871
6	Ambiguity and uncertainty in probabilistic inference.. Psychological Review, 1985, 92, 433-461.	3.8	682
7	Unit weighting schemes for decision making. Organizational Behavior and Human Performance, 1975, 13, 171-192.	1.4	580
8	Forecasting and Planning: An Evaluation. Management Science, 1981, 27, 115-138.	4.1	546
9	Beyond discrete biases: Functional and dysfunctional aspects of judgmental heuristics.. Psychological Bulletin, 1981, 90, 197-217.	6.1	504
10	Decision Making Under Ambiguity. The Journal of Business, 1986, 59, S225.	2.1	447
11	The Effects of Financial Incentives in Experiments: A Review and Capital-Labor-Production Framework. , 1999, , 7-48.		381
12	Cognitive Processes and the Assessment of Subjective Probability Distributions. Journal of the American Statistical Association, 1975, 70, 271-289.	3.1	325
13	Determinants of linear judgment: A meta-analysis of lens model studies.. Psychological Bulletin, 2008, 134, 404-426.	6.1	283
14	Venture Theory: A Model of Decision Weights. Management Science, 1990, 36, 780-803.	4.1	274
15	Heuristic and linear models of judgment: Matching rules and environments.. Psychological Review, 2007, 114, 733-758.	3.8	252
16	The Social Capital of French and American Managers. Organization Science, 2000, 11, 123-147.	4.5	249
17	Quality of group judgment.. Psychological Bulletin, 1977, 84, 158-172.	6.1	246
18	Decision Making and Problem Solving. Interfaces, 1987, 17, 11-31.	1.5	242

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19	A note on aggregating opinions. <i>Organizational Behavior and Human Performance</i> , 1978, 21, 40-46.	1.4	235
20	Risk, ambiguity, and insurance. <i>Journal of Risk and Uncertainty</i> , 1989, 2, 5-35.	1.5	226
21	Cognitive Processes and the Assessment of Subjective Probability Distributions. <i>Journal of the American Statistical Association</i> , 1975, 70, 271.	3.1	176
22	Behavioral Decision Theory: Processes of Judgment and Choice. <i>Journal of Accounting Research</i> , 1981, 19, 1.	4.5	172
23	Intuition: A Challenge for Psychological Research on Decision Making. <i>Psychological Inquiry</i> , 2010, 21, 338-353.	0.9	166
24	Decision making under ignorance: Arguing with yourself. <i>Journal of Risk and Uncertainty</i> , 1995, 10, 15-36.	1.5	152
25	Ambiguity and underwriter decision processes. <i>Journal of Economic Behavior and Organization</i> , 1995, 26, 337-352.	2.0	152
26	Satisfaction in choice as a function of the number of alternatives: When "goods satiate". <i>Psychology and Marketing</i> , 2009, 26, 197-203.	8.2	151
27	Simple Models for Multiattribute Choice with Many Alternatives: When It Does and Does Not Pay to Face Trade-offs with Binary Attributes. <i>Management Science</i> , 2005, 51, 1860-1872.	4.1	131
28	Learning from feedback: Exactness and incentives. <i>Journal of Experimental Psychology: Learning Memory and Cognition</i> , 1991, 17, 734-752.	0.9	128
29	Ignoring information in binary choice with continuous variables: When is less "more". <i>Journal of Mathematical Psychology</i> , 2005, 49, 115-124.	1.8	125
30	The Value of Decision Making in a Complex Environment: An Experimental Approach. <i>Management Science</i> , 1981, 27, 93-107.	4.1	122
31	Prediction, diagnosis, and causal thinking in forecasting. <i>Journal of Forecasting</i> , 1982, 1, 23-36.	2.8	117
32	Insurer ambiguity and market failure. <i>Journal of Risk and Uncertainty</i> , 1993, 7, 71-87.	1.5	116
33	Forecasting and uncertainty in the economic and business world. <i>International Journal of Forecasting</i> , 2009, 25, 794-812.	6.5	112
34	The Two Settings of Kind and Wicked Learning Environments. <i>Current Directions in Psychological Science</i> , 2015, 24, 379-385.	5.3	107
35	Entrepreneurial Success and Failure: Confidence and Fallible Judgment. <i>Organization Science</i> , 2012, 23, 1733-1747.	4.5	103
36	High Stakes Decision Making: Normative, Descriptive and Prescriptive Considerations. <i>Marketing Letters</i> , 2002, 13, 259-268.	2.9	88

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37	“Take-the-Best” and Other Simple Strategies: Why and When they Work “Well” with Binary Cues. <i>Theory and Decision</i> , 2006, 61, 205-249.	1.0	86
38	Shattering the illusion of control: Multi-shot versus single-shot gambles. <i>Journal of Behavioral Decision Making</i> , 1994, 7, 183-191.	1.7	79
39	The illusion of predictability: How regression statistics mislead experts. <i>International Journal of Forecasting</i> , 2012, 28, 695-711.	6.5	66
40	Ethical differentiation and market behavior: An experimental approach. <i>Journal of Economic Behavior and Organization</i> , 2008, 66, 265-280.	2.0	65
41	Pricing Insurance and Warranties: Ambiguity and Correlated Risks. <i>Geneva Papers on Risk and Insurance Theory</i> , 1992, 17, 35-60.	0.4	61
42	The challenge of representative design in psychology and economics. <i>Journal of Economic Methodology</i> , 2005, 12, 253-263.	1.4	59
43	Cumulative Dominance and Heuristic Performance in Binary Multiattribute Choice. <i>Operations Research</i> , 2008, 56, 1289-1304.	1.9	56
44	Emotion and reason in everyday risk perception. <i>Journal of Behavioral Decision Making</i> , 2011, 24, 202-222.	1.7	55
45	Overconfidence in absolute and relative performance: The regression hypothesis and Bayesian updating. <i>Journal of Economic Psychology</i> , 2009, 30, 756-771.	2.2	53
46	Sequentially simulated outcomes: Kind experience versus nontransparent description.. <i>Journal of Experimental Psychology: General</i> , 2011, 140, 434-463.	2.1	45
47	Accounting for decisions and decisions for accounting. <i>Accounting, Organizations and Society</i> , 1993, 18, 407-424.	2.8	43
48	Regions of Rationality: Maps for Bounded Agents. <i>Decision Analysis</i> , 2006, 3, 124-144.	2.1	43
49	Decision behavior in urban development: A methodological approach and substantive considerations. <i>Acta Psychologica</i> , 1980, 45, 95-117.	1.5	42
50	Judgmental Versus Statistical Prediction: Information Asymmetry and Combination Rules. <i>Psychological Science</i> , 1993, 4, 58-62.	3.3	41
51	When should I quit? Gender differences in exiting competitions. <i>Journal of Economic Behavior and Organization</i> , 2012, 83, 136-150.	2.0	41
52	Ambiguity seeking as a result of the status quo bias. <i>Journal of Risk and Uncertainty</i> , 2006, 32, 175-194.	1.5	39
53	Experience and Description: Exploring Two Paths to Knowledge. <i>Current Directions in Psychological Science</i> , 2018, 27, 123-128.	5.3	37
54	What Risks Do People Perceive in Everyday Life? A Perspective Gained from the Experience Sampling Method (ESM). <i>Risk Analysis</i> , 2007, 27, 1427-1439.	2.7	29

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55	Providing information for decision making: Contrasting description and simulation.. Journal of Applied Research in Memory and Cognition, 2015, 4, 221-228.	1.1	29
56	Generalization in Decision Research: The Role of Formal Models. IEEE Transactions on Systems, Man, and Cybernetics, 1986, 16, 439-449.	0.9	28
57	Process tracing in clinical judgment. Systems Research and Behavioral Science, 1974, 19, 298-313.	0.2	27
58	Ambiguity and competitive decision making: Some implications and tests. Annals of Operations Research, 1989, 19, 29-50.	4.1	27
59	Insurer Ambiguity and Market Failure. , 1993, , 71-87.		26
60	Editors' Comments: Perspectives from Economics and Psychology. The Journal of Business, 1986, 59, S185.	2.1	25
61	The attraction of uncertainty: Interactions between skill and levels of uncertainty in market-entry games. Journal of Risk and Uncertainty, 2010, 41, 141-166.	1.5	20
62	On combining diagnostic "forecasts": Thoughts and some evidence. International Journal of Forecasting, 1989, 5, 593-597.	6.5	19
63	Deciding Analytically or Trusting your Intuition? The Advantages and Disadvantages of Analytic and Intuitive Thought. SSRN Electronic Journal, 2003, , .	0.4	19
64	Ambiguity on audits and cooperation in a public goods game. European Economic Review, 2015, 74, 146-162.	2.3	19
65	Communicating forecasts: The simplicity of simulated experience. Journal of Business Research, 2015, 68, 1800-1809.	10.2	18
66	Ambiguous incentives and the persistence of effort: Experimental evidence. Journal of Economic Behavior and Organization, 2014, 100, 1-19.	2.0	16
67	Optimal Strategies for Personnel Selection When Candidates Can Reject Offers. The Journal of Business, 1976, 49, 478.	2.1	13
68	Decision Making Under Ambiguity: A Note. , 1988, , 327-336.		11
69	Rationality and the sanctity of competence. Behavioral and Brain Sciences, 1981, 4, 334-335.	0.7	10
70	Discussion of An Assessment of Laboratory Experiments in Accounting. Journal of Accounting Research, 1982, 20, 108.	4.5	10
71	FROM ROMANTICISM TO PRECISION TO". Decision Sciences, 1982, 13, 543-546.	4.5	8
72	Is Confidence in Decisions Related to Feedback? Evidence from Random Samples of Real-World Behavior. , 2005, , 456-484.		8

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73	The <i>N</i>-Effect. Psychological Science, 2010, 21, 745-747.	3.3	8
74	Assessing the chances of success: Naïve statistics versus kind experience.. Journal of Experimental Psychology: Learning Memory and Cognition, 2013, 39, 14-32.	0.9	8
75	How does Ambiguity Affect Insurance Decisions?. HÅ¼bner International Series on Risk, Insurance, and Economic Security, 1992, , 307-324.	0.2	8
76	MONOZYGOTIC AND DIZYGOTIC TWINS REARED TOGETHER: SENSITIVITY OF HERITABILITY ESTIMATES. British Journal of Mathematical and Statistical Psychology, 1974, 27, 1-13.	1.4	7
77	Cognitive Processes and the Assessment of Subjective Probability Distributions: Rejoinder. Journal of the American Statistical Association, 1975, 70, 294.	3.1	7
78	Competitive Dynamics in Forecasting: The Interaction of Skill and Uncertainty. Journal of Behavioral Decision Making, 2013, 26, 375-384.	1.7	7
79	The Ombudsman: The â€œWickedâ€•Environment of CEO Pay. Interfaces, 2013, 43, 596-598.	1.5	6
80	Prediction, Diagnosis, and Causal Thinking in Forecasting. , 1985, , 311-328.		6
81	'Excess Entry, Ambiguity Seeking, and Competence: An Experimental Investigation'. SSRN Electronic Journal, 0, , .	0.4	6
82	Effects of Diazepam on a Belief-Updating Task. Psychological Reports, 1989, 64, 219-226.	1.7	5
83	Take-the-Best and Other Simple Strategies: Why and When They Work Well in Binary Choice. SSRN Electronic Journal, 2004, , .	0.4	5
84	Intermittent Reinforcement and the Persistence of Behavior: Experimental Evidence. SSRN Electronic Journal, 2010, , .	0.4	5
85	Transgressive action and inaction: The need to study both. Acta Psychologica, 1989, 70, 65-69.	1.5	3
86	To what are we trying to generalize?. Behavioral and Brain Sciences, 2001, 24, 416-417.	0.7	3
87	Skill, Luck, Overconfidence, and Risk Taking. SSRN Electronic Journal, 2008, , .	0.4	3
88	The golden rule of forecasting: Objections, refinements, and enhancements. Journal of Business Research, 2015, 68, 1702-1704.	10.2	3
89	Illusory Correlation in the Remuneration of Chief Executive Officers: It Pays to Play Golf, and Well. SSRN Electronic Journal, 0, , .	0.4	3
90	Ambiguity on Audits and Cooperation in a Public Goods Game. SSRN Electronic Journal, 0, , .	0.4	3

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91	Ethical Differentiation and Market Behavior: An Experimental Approach. SSRN Electronic Journal, 2004, , .	0.4	2
92	On Heuristic and Linear Models of Judgment: Mapping the Demand for Knowledge. SSRN Electronic Journal, 2006, , .	0.4	2
93	"Determinants of linear judgment: A meta-analysis of lens model studies": Correction.. Psychological Bulletin, 2008, 134, 741-741.	6.1	2
94	Uncertainty, Skill, and Analysts' Dynamic Forecasting Behavior. SSRN Electronic Journal, 2010, , .	0.4	2
95	Automatic processes, emotions, and the causal field. Behavioral and Brain Sciences, 2014, 37, 31-32.	0.7	2
96	Learning from experience in nonlinear environments: Evidence from a competition scenario. Cognitive Psychology, 2015, 81, 48-73.	2.2	2
97	Behavioral Decision Making at 50: Achievements, Prospects, and Challenges. Lecture Notes in Economics and Mathematical Systems, 2007, , 35-58.	0.3	2
98	Replyâ€”Consider <i>the</i> Principal Finding: A Reply to William T. Ross. Management Science, 1988, 34, 672-673.	4.1	1
99	Ambiguity Seeking as a Result of the Status Quo Bias. SSRN Electronic Journal, 2005, , .	0.4	1
100	Determinants of Linear Judgment: A Meta-Analysis of Lens Model Studies. SSRN Electronic Journal, 0, , .	0.4	1
101	Response to Commentaries on â€œThe illusion of predictability: How regression statistics mislead expertsâ€œ. International Journal of Forecasting, 2012, 28, 719-721.	6.5	1
102	Kind and Wicked Experience in Marketing Management. Journal of Marketing Behavior, 2016, 2, 81-99.	0.4	1
103	Regression to the mean: Experimental evidence and a proposed heuristic.. Decision, 2021, 8, 133-154.	0.5	1
104	Regions of Rationality: Maps For Bounded Agents. SSRN Electronic Journal, 0, , .	0.4	1
105	On Ignoring Scientific Evidence: The Bumpy Road to Enlightenment. SSRN Electronic Journal, 0, , .	0.4	1
106	â€œTake-the-Bestâ€œ and Other Simple Strategies: Why and When They Work â€œWellâ€œ with Binary Cues. , 2007, , 153-185.		1
107	Basic Statistics for the Behavioral Sciences.. Journal of the American Statistical Association, 1979, 74, 504.	3.1	0
108	On choosing the â€œrightâ€œ stimulus and rule. Behavioral and Brain Sciences, 1984, 7, 596-596.	0.7	0

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109	Correction to Replyâ€”â€œConsider the Principal Finding: A Reply to William T. Rossâ€•(Vol. 34, No. 5, May) Tj ETQq1 1 0.784314 rgB	4.1	0
110	Hillel J. Einhorn (1941â€”1987).. American Psychologist, 1988, 43, 656-656.	4.2	0
111	Erratumâ€”â€œReply: Consider <u>the</u> Principal Findingâ€• A Reply to William T. Ross (Vol. 34, No. 5, May) Tj ETQq1 1 0.784314 rgB	4.1	0
112	Does ECHO explain explanation? A psychological perspective. Behavioral and Brain Sciences, 1989, 12, 478-479.	0.7	0
113	Information asymmetry and aggregation rules: A comment on JÃ¸rgensen (2007). International Journal of Forecasting, 2007, 23, 465-467.	6.5	0
114	Ambiguous Incentives and the Persistence of Effort: Experimental Evidence. SSRN Electronic Journal, 0, , .	0.4	0
115	Research Methods for Studying Daily Life: Experience Sampling and a Multilevel Approach to Study Time and Mood at Work. Intelligent Systems Reference Library, 2020, , 69-94.	1.2	0
116	What Risks do People Perceive in Everyday Life? A Perspective Gained from the Experience Sampling Method (ESM). SSRN Electronic Journal, 0, , .	0.4	0
117	Prediction, Diagnosis, and Causal Thinking in Forecasting. , 1985, , 237-258.		0
118	Masters of Business? Business Schools and Business Graduates in Britain and France.Richard Whitley , Alan Thomas , Jane Marceau. American Journal of Sociology, 1984, 89, 1463-1466.	0.5	0