

Robin M Hogarth

List of Publications by Year in descending order

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118
papers

15,003
citations

61857

43
h-index

38300

95
g-index

124
all docs

124
docs citations

124
times ranked

6727
citing authors

#	ARTICLE	IF	CITATIONS
1	Regression to the mean: Experimental evidence and a proposed heuristic.. Decision, 2021, 8, 133-154.	0.4	1
2	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.	1.0	0
3	Experience and Description: Exploring Two Paths to Knowledge. Current Directions in Psychological Science, 2018, 27, 123-128.	2.8	37
4	Kind and Wicked Experience in Marketing Management. Journal of Marketing Behavior, 2016, 2, 81-99.	0.4	1
5	The Two Settings of Kind and Wicked Learning Environments. Current Directions in Psychological Science, 2015, 24, 379-385.	2.8	107
6	Ambiguity on audits and cooperation in a public goods game. European Economic Review, 2015, 74, 146-162.	1.2	19
7	Communicating forecasts: The simplicity of simulated experience. Journal of Business Research, 2015, 68, 1800-1809.	5.8	18
8	The golden rule of forecasting: Objections, refinements, and enhancements. Journal of Business Research, 2015, 68, 1702-1704.	5.8	3
9	Learning from experience in nonlinear environments: Evidence from a competition scenario. Cognitive Psychology, 2015, 81, 48-73.	0.9	2
10	Providing information for decision making: Contrasting description and simulation.. Journal of Applied Research in Memory and Cognition, 2015, 4, 221-228.	0.7	29
11	Automatic processes, emotions, and the causal field. Behavioral and Brain Sciences, 2014, 37, 31-32.	0.4	2
12	Ambiguous incentives and the persistence of effort: Experimental evidence. Journal of Economic Behavior and Organization, 2014, 100, 1-19.	1.0	16
13	Competitive Dynamics in Forecasting: The Interaction of Skill and Uncertainty. Journal of Behavioral Decision Making, 2013, 26, 375-384.	1.0	7
14	Assessing the chances of success: Naïve statistics versus kind experience.. Journal of Experimental Psychology: Learning Memory and Cognition, 2013, 39, 14-32.	0.7	8
15	The Ombudsman: The "Wicked" Environment of CEO Pay. Interfaces, 2013, 43, 596-598.	1.6	6
16	Entrepreneurial Success and Failure: Confidence and Fallible Judgment. Organization Science, 2012, 23, 1733-1747.	3.0	103
17	When should I quit? Gender differences in exiting competitions. Journal of Economic Behavior and Organization, 2012, 83, 136-150.	1.0	41
18	The illusion of predictability: How regression statistics mislead experts. International Journal of Forecasting, 2012, 28, 695-711.	3.9	66

#	ARTICLE	IF	CITATIONS
19	Response to Commentaries on "The illusion of predictability: How regression statistics mislead experts". International Journal of Forecasting, 2012, 28, 719-721.	3.9	1
20	Emotion and reason in everyday risk perception. Journal of Behavioral Decision Making, 2011, 24, 202-222.	1.0	55
21	Sequentially simulated outcomes: Kind experience versus nontransparent description.. Journal of Experimental Psychology: General, 2011, 140, 434-463.	1.5	45
22	Uncertainty, Skill, and Analysts' Dynamic Forecasting Behavior. SSRN Electronic Journal, 2010, , .	0.4	2
23	Intermittent Reinforcement and the Persistence of Behavior: Experimental Evidence. SSRN Electronic Journal, 2010, , .	0.4	5
24	The <i>N</i>-Effect. Psychological Science, 2010, 21, 745-747.	1.8	8
25	The attraction of uncertainty: Interactions between skill and levels of uncertainty in market-entry games. Journal of Risk and Uncertainty, 2010, 41, 141-166.	0.8	20
26	Intuition: A Challenge for Psychological Research on Decision Making. Psychological Inquiry, 2010, 21, 338-353.	0.4	166
27	Forecasting and uncertainty in the economic and business world. International Journal of Forecasting, 2009, 25, 794-812.	3.9	112
28	Satisfaction in choice as a function of the number of alternatives: When "goods satiate". Psychology and Marketing, 2009, 26, 197-203.	4.6	151
29	Overconfidence in absolute and relative performance: The regression hypothesis and Bayesian updating. Journal of Economic Psychology, 2009, 30, 756-771.	1.1	53
30	Ethical differentiation and market behavior: An experimental approach. Journal of Economic Behavior and Organization, 2008, 66, 265-280.	1.0	65
31	Cumulative Dominance and Heuristic Performance in Binary Multiattribute Choice. Operations Research, 2008, 56, 1289-1304.	1.2	56
32	"Determinants of linear judgment: A meta-analysis of lens model studies": Correction.. Psychological Bulletin, 2008, 134, 741-741.	5.5	2
33	Determinants of linear judgment: A meta-analysis of lens model studies.. Psychological Bulletin, 2008, 134, 404-426.	5.5	283
34	Skill, Luck, Overconfidence, and Risk Taking. SSRN Electronic Journal, 2008, , .	0.4	3
35	Heuristic and linear models of judgment: Matching rules and environments.. Psychological Review, 2007, 114, 733-758.	2.7	252
36	What Risks Do People Perceive in Everyday Life? A Perspective Gained from the Experience Sampling Method (ESM). Risk Analysis, 2007, 27, 1427-1439.	1.5	29

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37	Information asymmetry and aggregation rules: A comment on Jargensen (2007). International Journal of Forecasting, 2007, 23, 465-467.	3.9	0
38	Behavioral Decision Making at 50: Achievements, Prospects, and Challenges. Lecture Notes in Economics and Mathematical Systems, 2007, , 35-58.	0.3	2
39	Take-the-Best and Other Simple Strategies: Why and When They Work Well with Binary Cues. , 2007, , 153-185.		1
40	On Heuristic and Linear Models of Judgment: Mapping the Demand for Knowledge. SSRN Electronic Journal, 2006, , .	0.4	2
41	Regions of Rationality: Maps for Bounded Agents. Decision Analysis, 2006, 3, 124-144.	1.2	43
42	Ambiguity seeking as a result of the status quo bias. Journal of Risk and Uncertainty, 2006, 32, 175-194.	0.8	39
43	Take-the-Best and Other Simple Strategies: Why and When they Work Well with Binary Cues. Theory and Decision, 2006, 61, 205-249.	0.5	86
44	Simple Models for Multiattribute Choice with Many Alternatives: When It Does and Does Not Pay to Face Trade-offs with Binary Attributes. Management Science, 2005, 51, 1860-1872.	2.4	131
45	Ignoring information in binary choice with continuous variables: When is less more?. Journal of Mathematical Psychology, 2005, 49, 115-124.	1.0	125
46	Ambiguity Seeking as a Result of the Status Quo Bias. SSRN Electronic Journal, 2005, , .	0.4	1
47	Is Confidence in Decisions Related to Feedback? Evidence from Random Samples of Real-World Behavior. , 2005, , 456-484.		8
48	The challenge of representative design in psychology and economics. Journal of Economic Methodology, 2005, 12, 253-263.	0.6	59
49	Ethical Differentiation and Market Behavior: An Experimental Approach. SSRN Electronic Journal, 2004, , .	0.4	2
50	Take-the-Best and Other Simple Strategies: Why and When They Work Well in Binary Choice. SSRN Electronic Journal, 2004, , .	0.4	5
51	Deciding Analytically or Trusting your Intuition? The Advantages and Disadvantages of Analytic and Intuitive Thought. SSRN Electronic Journal, 2003, , .	0.4	19
52	High Stakes Decision Making: Normative, Descriptive and Prescriptive Considerations. Marketing Letters, 2002, 13, 259-268.	1.9	88
53	To what are we trying to generalize?. Behavioral and Brain Sciences, 2001, 24, 416-417.	0.4	3
54	The Social Capital of French and American Managers. Organization Science, 2000, 11, 123-147.	3.0	249

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55	The Effects of Financial Incentives in Experiments: A Review and Capital-Labor-Production Framework. <i>Journal of Risk and Uncertainty</i> , 1999, 19, 7-42.	0.8	1,293
56	The Effects of Financial Incentives in Experiments: A Review and Capital-Labor-Production Framework. , 1999, , 7-48.		381
57	Decision making under ignorance: Arguing with yourself. <i>Journal of Risk and Uncertainty</i> , 1995, 10, 15-36.	0.8	152
58	Ambiguity and underwriter decision processes. <i>Journal of Economic Behavior and Organization</i> , 1995, 26, 337-352.	1.0	152
59	Shattering the illusion of control: Multi-€shot versus single-€shot gambles. <i>Journal of Behavioral Decision Making</i> , 1994, 7, 183-191.	1.0	79
60	Insurer ambiguity and market failure. <i>Journal of Risk and Uncertainty</i> , 1993, 7, 71-87.	0.8	116
61	Accounting for decisions and decisions for accounting. <i>Accounting, Organizations and Society</i> , 1993, 18, 407-424.	1.4	43
62	Judgmental Versus Statistical Prediction: Information Asymmetry and Combination Rules. <i>Psychological Science</i> , 1993, 4, 58-62.	1.8	41
63	Insurer Ambiguity and Market Failure. , 1993, , 71-87.		26
64	Pricing Insurance and Warranties: Ambiguity and Correlated Risks. <i>Geneva Papers on Risk and Insurance Theory</i> , 1992, 17, 35-60.	0.4	61
65	Order effects in belief updating: The belief-adjustment model. <i>Cognitive Psychology</i> , 1992, 24, 1-55.	0.9	1,338
66	How does Ambiguity Affect Insurance Decisions?. HÅ¼bner International Series on Risk, Insurance, and Economic Security, 1992, , 307-324.	0.2	8
67	Learning from feedback: Exactingness and incentives.. <i>Journal of Experimental Psychology: Learning Memory and Cognition</i> , 1991, 17, 734-752.	0.7	128
68	Venture Theory: A Model of Decision Weights. <i>Management Science</i> , 1990, 36, 780-803.	2.4	274
69	Effects of Diazepam on a Belief-Updating Task. <i>Psychological Reports</i> , 1989, 64, 219-226.	0.9	5
70	Ambiguity and competitive decision making: Some implications and tests. <i>Annals of Operations Research</i> , 1989, 19, 29-50.	2.6	27
71	Transgressive action and inaction: The need to study both. <i>Acta Psychologica</i> , 1989, 70, 65-69.	0.7	3
72	Risk, ambiguity, and insurance. <i>Journal of Risk and Uncertainty</i> , 1989, 2, 5-35.	0.8	226

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73	On combining diagnostic "forecasts": Thoughts and some evidence. International Journal of Forecasting, 1989, 5, 593-597.	3.9	19
74	Does ECHO explain explanation? A psychological perspective. Behavioral and Brain Sciences, 1989, 12, 478-479.	0.4	0
75	Correction to Reply"Consider the Principal Finding: A Reply to William T. Ross"(Vol. 34, No. 5, May) Tj ETQg1 1 0.784314 rgBT /Over	2.4	0
76	Hillel J. Einhorn (1941"1987).. American Psychologist, 1988, 43, 656-656.	3.8	0
77	Reply"Consider <i>the</i> Principal Finding: A Reply to William T. Ross. Management Science, 1988, 34, 672-673.	2.4	1
78	Erratum"Reply: Consider <u>the</u> Principal Finding" A Reply to William T. Ross (Vol. 34, No. 5, May) Tj ETQg1 1 0.784314 rgBT /Over	2.4	0
79	Decision Making Under Ambiguity: A Note. , 1988, , 327-336.		11
80	Decision Making and Problem Solving. Interfaces, 1987, 17, 11-31.	1.6	242
81	Judging probable cause.. Psychological Bulletin, 1986, 99, 3-19.	5.5	871
82	Generalization in Decision Research: The Role of Formal Models. IEEE Transactions on Systems, Man, and Cybernetics, 1986, 16, 439-449.	0.9	28
83	Editors' Comments: Perspectives from Economics and Psychology. The Journal of Business, 1986, 59, S185.	2.1	25
84	Decision Making Under Ambiguity. The Journal of Business, 1986, 59, S225.	2.1	447
85	Ambiguity and uncertainty in probabilistic inference.. Psychological Review, 1985, 92, 433-461.	2.7	682
86	Prediction, Diagnosis, and Causal Thinking in Forecasting. , 1985, , 311-328.		6
87	Prediction, Diagnosis, and Causal Thinking in Forecasting. , 1985, , 237-258.		0
88	On choosing the "right" stimulus and rule. Behavioral and Brain Sciences, 1984, 7, 596-596.	0.4	0
89	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.	0.3	0
90	Discussion of An Assessment of Laboratory Experiments in Accounting. Journal of Accounting Research, 1982, 20, 108.	2.5	10

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91	Prediction, diagnosis, and causal thinking in forecasting. <i>Journal of Forecasting</i> , 1982, 1, 23-36.	1.6	117
92	FROM ROMANTICISM TO PRECISION TOâ€¦*. <i>Decision Sciences</i> , 1982, 13, 543-546.	3.2	8
93	Behavioral Decision Theory: Processes of Judgment and Choice. <i>Journal of Accounting Research</i> , 1981, 19, 1.	2.5	172
94	Rationality and the sanctity of competence. <i>Behavioral and Brain Sciences</i> , 1981, 4, 334-335.	0.4	10
95	Beyond discrete biases: Functional and dysfunctional aspects of judgmental heuristics.. <i>Psychological Bulletin</i> , 1981, 90, 197-217.	5.5	504
96	The Value of Decision Making in a Complex Environment: An Experimental Approach. <i>Management Science</i> , 1981, 27, 93-107.	2.4	122
97	Behavioral Decision Theory: Processes of Judgement and Choice. <i>Annual Review of Psychology</i> , 1981, 32, 53-88.	9.9	1,520
98	Forecasting and Planning: An Evaluation. <i>Management Science</i> , 1981, 27, 115-138.	2.4	546
99	Decision behavior in urban development: A methodological approach and substantive considerations. <i>Acta Psychologica</i> , 1980, 45, 95-117.	0.7	42
100	Basic Statistics for the Behavioral Sciences.. <i>Journal of the American Statistical Association</i> , 1979, 74, 504.	1.8	0
101	A note on aggregating opinions. <i>Organizational Behavior and Human Performance</i> , 1978, 21, 40-46.	1.5	235
102	Confidence in judgment: Persistence of the illusion of validity.. <i>Psychological Review</i> , 1978, 85, 395-416.	2.7	977
103	Quality of group judgment.. <i>Psychological Bulletin</i> , 1977, 84, 158-172.	5.5	246
104	Optimal Strategies for Personnel Selection When Candidates Can Reject Offers. <i>The Journal of Business</i> , 1976, 49, 478.	2.1	13
105	Unit weighting schemes for decision making. <i>Organizational Behavior and Human Performance</i> , 1975, 13, 171-192.	1.5	580
106	Cognitive Processes and the Assessment of Subjective Probability Distributions. <i>Journal of the American Statistical Association</i> , 1975, 70, 271-289.	1.8	325
107	Cognitive Processes and the Assessment of Subjective Probability Distributions: Rejoinder. <i>Journal of the American Statistical Association</i> , 1975, 70, 294.	1.8	7
108	Process tracing in clinical judgment. <i>Systems Research and Behavioral Science</i> , 1974, 19, 298-313.	0.2	27

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109	MONOZYGOTIC AND DIZYGOTIC TWINS REARED TOGETHER: SENSITIVITY OF HERITABILITY ESTIMATES. British Journal of Mathematical and Statistical Psychology, 1974, 27, 1-13.	1.0	7
110	Determinants of Linear Judgment: A Meta-Analysis of Lens Model Studies. SSRN Electronic Journal, 0, , .	0.4	1
111	Ambiguous Incentives and the Persistence of Effort: Experimental Evidence. SSRN Electronic Journal, 0, , .	0.4	0
112	'Excess Entry, Ambiguity Seeking, and Competence: An Experimental Investigation'. SSRN Electronic Journal, 0, , .	0.4	6
113	Cognitive Processes and the Assessment of Subjective Probability Distributions. , 0, .		176
114	Regions of Rationality: Maps For Bounded Agents. SSRN Electronic Journal, 0, , .	0.4	1
115	On Ignoring Scientific Evidence: The Bumpy Road to Enlightenment. SSRN Electronic Journal, 0, , .	0.4	1
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	Illusory Correlation in the Remuneration of Chief Executive Officers: It Pays to Play Golf, and Well. SSRN Electronic Journal, 0, , .	0.4	3
118	Ambiguity on Audits and Cooperation in a Public Goods Game. SSRN Electronic Journal, 0, , .	0.4	3