

# Ernan E Haruvy

## List of Publications by Year in descending order

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93  
papers

3,041  
citations

186265  
28  
h-index

206112  
48  
g-index

93  
all docs

93  
docs citations

93  
times ranked

1744  
citing authors

#	ARTICLE	IF	CITATIONS
1	On The Reference Point Effect of Reserve and Buy It Now Prices. <i>Journal of Retailing</i> , 2022, 98, 356-372.	6.2	2
2	The impact of mobile app adoption on physical and online channels. <i>Journal of Retailing</i> , 2022, 98, 453-470.	6.2	19
3	A study of incentives in charitable fundraising. <i>European Journal of Marketing</i> , 2022, 56, 283-317.	2.9	0
4	On the Impact of an Intermediary Agent in the Ultimatum Game. <i>Games</i> , 2022, 13, 43.	0.6	0
5	Fundraising design: key issues, unifying framework, and open puzzles. <i>Marketing Letters</i> , 2020, 31, 371-380.	2.9	4
6	Bargaining Process and Channel Efficiency. <i>Management Science</i> , 2020, 66, 2845-2860.	4.1	15
7	Relationship-specific investment and hold-up problems in supply chains: theory and experiments. <i>Business Research</i> , 2019, 12, 45-74.	4.0	15
8	A Study of Bidding Behavior in Voluntary-Pay Philanthropic Auctions. <i>Journal of Marketing</i> , 2018, 82, 124-141.	11.3	11
9	Beyond Posted Prices: the Past, Present, and Future of Participative Pricing Mechanisms. <i>Customer Needs and Solutions</i> , 2018, 5, 121-136.	0.8	34
10	Social Norms and the Price of Zero. <i>Journal of Consumer Psychology</i> , 2018, 28, 180-191.	4.5	16
11	THE RELIGIOUS OBSERVANCE OF RAMADAN AND PROSOCIAL BEHAVIOR. <i>Economic Inquiry</i> , 2018, 56, 226-237.	1.8	8
12	Revisiting risk aversion: Can risk preferences change with experience?. <i>Economics Letters</i> , 2017, 151, 91-95.	1.9	17
13	The effect of third party intervention in the trust game. <i>Journal of Behavioral and Experimental Economics</i> , 2017, 67, 65-74.	1.2	6
14	Communication and visibility in public goods provision. <i>Games and Economic Behavior</i> , 2017, 105, 276-296.	0.8	12
15	The Reinforcing Value of Lottery Tickets, and the Synergetic Effect of Distinct Reinforcements. <i>Journal of Behavioral Decision Making</i> , 2017, 30, 533-540.	1.7	4
16	Experimental Economics in Marketing. <i>Foundations and Trends in Marketing</i> , 2016, 9, 267-336.	1.1	1
17	Measuring the Impact of Price Guarantees on Bidding in Consumer Online Auctions. <i>Journal of Retailing</i> , 2016, 92, 96-108.	6.2	12
18	The Loser's Bliss in Auctions with Price Externality. <i>Games</i> , 2015, 6, 191-213.	0.6	2

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19	The impact of relative position and returns on sacrifice and reciprocity: an experimental study using individual decisions. <i>Social Choice and Welfare</i> , 2015, 45, 489-511.	0.8	5
20	The Impact of Asset Repurchases and Issues in an Experimental Market. <i>Review of Finance</i> , 2014, 18, 681-713.	6.3	38
21	Does Higher Transparency Lead to More Search in Online Auctions?. <i>Production and Operations Management</i> , 2014, 23, 197-209.	3.8	10
22	The takeover game. <i>Journal of Behavioral and Experimental Finance</i> , 2014, 1, 85-98.	3.8	4
23	A Psychological Reexamination of the Bertrand Paradox. <i>Southern Economic Journal</i> , 2014, 80, 948-967.	2.1	9
24	Increasing Revenue by Decreasing Information in Procurement Auctions. <i>Production and Operations Management</i> , 2013, 22, 19-35.	3.8	66
25	Human brands and mutual choices: an investigation of the marketing assistant professor job market. <i>Journal of the Academy of Marketing Science</i> , 2013, 41, 722-736.	11.2	27
26	Various strategies to handle cannibalization in a competitive duopolistic market. <i>International Transactions in Operational Research</i> , 2013, 20, 155-188.	2.7	8
27	Differentiated Bidders and Bidding Behavior in Procurement Auctions. <i>Journal of Marketing Research</i> , 2013, 50, 241-258.	4.8	15
28	Tiers in One-Sided Matching Markets: Theory and Experimental Investigation. <i>Management Science</i> , 2013, 59, 1458-1477.	4.1	2
29	Between-game rule learning in dissimilar symmetric normal-form games. <i>Games and Economic Behavior</i> , 2012, 74, 208-221.	0.8	23
30	Relative performance information in asset markets: An experimental approach. <i>Journal of Economic Psychology</i> , 2012, 33, 1143-1155.	2.2	35
31	Two-stage pricing for custom-made products. <i>European Journal of Operational Research</i> , 2012, 219, 405-414.	5.7	7
32	Social distance in a virtual world experiment. <i>Games and Economic Behavior</i> , 2011, 72, 400-426.	0.8	54
33	Group identity in markets. <i>International Journal of Industrial Organization</i> , 2011, 29, 104-115.	1.2	24
34	Are You Risk Averse over Other People's Money?. <i>Southern Economic Journal</i> , 2011, 77, 901-913.	2.1	145
35	Challenges and Opportunities in Economics Experiments in Virtual Worlds. <i>Southern Economic Journal</i> , 2011, 78, 1-5.	2.1	3
36	Remarks on Virtual World and Virtual Reality Experiments. <i>Southern Economic Journal</i> , 2011, 78, 87-94.	2.1	31

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37	The Impact of Online Auction Duration. <i>Decision Analysis</i> , 2010, 7, 99-106.	2.1	41
38	Adaptive behavior leads to under-diversification. <i>Journal of Economic Psychology</i> , 2010, 31, 985-995.	2.2	28
39	Two-stage lotteries and the value of unresolved uncertainty. <i>Marketing Letters</i> , 2010, 21, 149-162.	2.9	7
40	Who should practice price discrimination using rebates in an asymmetric duopoly?. <i>Quantitative Marketing and Economics</i> , 2010, 8, 61-90.	1.5	17
41	A choice prediction competition: Choices from experience and from description. <i>Journal of Behavioral Decision Making</i> , 2010, 23, 15-47.	1.7	251
42	Search and Choice in Online Consumer Auctions. <i>Marketing Science</i> , 2010, 29, 1152-1164.	4.1	39
43	Testing theories of behavior for extensive-form two-player two-stage games. <i>Experimental Economics</i> , 2009, 12, 242-251.	2.1	5
44	Bidder motives in cause-related auctions. <i>International Journal of Research in Marketing</i> , 2009, 26, 324-331.	4.2	47
45	The lab versus the virtual lab and virtual field—An experimental investigation of trust games with communication. <i>Journal of Economic Behavior and Organization</i> , 2009, 72, 716-724.	2.0	57
46	Internet Auctions. <i>Foundations and Trends in Marketing</i> , 2009, 4, 1-75.	1.1	21
47	Competition between auctions. <i>Marketing Letters</i> , 2008, 19, 431-448.	2.9	40
48	Open Source Development with a Commercial Complementary Product or Service. <i>Production and Operations Management</i> , 2008, 17, 29-43.	3.8	37
49	Level-n bounded rationality in two-player two-stage games. <i>Journal of Economic Behavior and Organization</i> , 2008, 65, 41-61.	2.0	18
50	Level-n bounded rationality and dominated strategies in normal-form games. <i>Journal of Economic Behavior and Organization</i> , 2008, 66, 226-232.	2.0	16
51	Subgame perfection in ultimatum bargaining trees. <i>Games and Economic Behavior</i> , 2008, 63, 292-307.	0.8	17
52	Interorganizational Relationships and Bidding Behavior in Industrial Online Reverse Auctions. <i>Journal of Marketing Research</i> , 2008, 45, 550-561.	4.8	52
53	Competition with open source as a public good. <i>Journal of Industrial and Management Optimization</i> , 2008, 4, 199-211.	1.3	9
54	The Effect of Variability in Price on Consumer Brand Choice. <i>Review of Marketing Science</i> , 2007, 5, .	0.7	7

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55	The link between incentives and product performance in open source development: an empirical investigation. <i>Global Business and Economics Review</i> , 2007, 9, 151.	0.1	10
56	Traders' Expectations in Asset Markets: Experimental Evidence. <i>American Economic Review</i> , 2007, 97, 1901-1920.	8.5	337
57	The Impact of Prior Decisions on Subsequent Valuations in a Costly Contemplation Model. <i>Management Science</i> , 2007, 53, 1217-1233.	4.1	17
58	A Comparison of Buyer-Determined and Price-Based Multiattribute Mechanisms. <i>Marketing Science</i> , 2007, 26, 629-641.	4.1	106
59	Equilibrium selection and the role of information in repeated matching markets. <i>Economics Letters</i> , 2007, 94, 284-289.	1.9	21
60	Social distance and reciprocity: An Internet experiment. <i>Journal of Economic Behavior and Organization</i> , 2007, 63, 88-103.	2.0	136
61	Equilibrium selection and bounded rationality in symmetric normal-form games. <i>Journal of Economic Behavior and Organization</i> , 2007, 62, 98-119.	2.0	31
62	Risk aversion and under-hedging. <i>Journal of Economics and Business</i> , 2007, 59, 181-198.	2.7	0
63	Hierarchical thinking and learning in rank order contests. <i>Experimental Economics</i> , 2007, 10, 305-316.	2.1	3
64	Variable Pricing in Oligopoly Markets*. <i>The Journal of Business</i> , 2006, 79, 2789-2809.	2.1	3
65	Other-regarding preferences: Egalitarian warm glow, empathy, and group size. <i>Journal of Economic Behavior and Organization</i> , 2006, 61, 20-41.	2.0	32
66	The Effect of Short Selling on Bubbles and Crashes in Experimental Spot Asset Markets. <i>Journal of Finance</i> , 2006, 61, 1119-1157.	5.1	275
67	The dynamics of law clerk matching: An experimental and computational investigation of proposals for reform of the market. <i>Journal of Economic Dynamics and Control</i> , 2006, 30, 457-486.	1.6	62
68	Generality, repetition, and the role of descriptive learning models. <i>Journal of Mathematical Psychology</i> , 2005, 49, 357-371.	1.8	34
69	Freeware as a competitive deterrent. <i>Information Economics and Policy</i> , 2005, 17, 513-534.	3.5	9
70	Adaptive Portfolio Allocation with Options. <i>Journal of Behavioral Finance</i> , 2004, 5, 43-56.	1.7	3
71	The Inefficiency of Splitting the Bill. <i>Economic Journal</i> , 2004, 114, 265-280.	3.6	40
72	Seller rating, price, and default in online auctions. <i>Journal of Interactive Marketing</i> , 2004, 18, 37-50.	6.2	44

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73	The Effect of Piracy on the Market Penetration of Subscription Software. <i>The Journal of Business</i> , 2004, 77, S81-S107.	2.1	35
74	Deductive versus inductive equilibrium selection: experimental results. <i>Journal of Economic Behavior and Organization</i> , 2004, 53, 319-331.	2.0	29
75	Bargaining under a deadline: evidence from the reverse ultimatum game. <i>Games and Economic Behavior</i> , 2003, 45, 347-368.	0.8	53
76	Altruism, equity, and reciprocity in a gift-exchange experiment: an encompassing approach. <i>Games and Economic Behavior</i> , 2002, 40, 203-231.	0.8	124
77	Identification and Testing of Modes in Beliefs. <i>Journal of Mathematical Psychology</i> , 2002, 46, 88-109.	1.8	20
78	Aspiration-Based and Reciprocity-Based Rules in Learning Dynamics for Symmetric Normal-Form Games. <i>Journal of Mathematical Psychology</i> , 2002, 46, 531-553.	1.8	17
79	Frequent probabilistic punishment in law enforcement. <i>Economics of Governance</i> , 2002, 3, 71-86.	1.5	15
80	Optimal freeware quality in the presence of network externalities: an evolutionary game theoretical approach. <i>Journal of Evolutionary Economics</i> , 2001, 11, 231-248.	1.7	45
81	The Medium Prizes Paradox: Evidence From a Simulated Casino. <i>Journal of Risk and Uncertainty</i> , 2001, 22, 251-261.	1.5	32
82	Modeling and Testing for Heterogeneity in Observed Strategic Behavior. <i>Review of Economics and Statistics</i> , 2001, 83, 146-157.	4.3	34
83	Evidence for optimistic and pessimistic behavior in normal-form games. <i>Economics Letters</i> , 1999, 63, 255-259.	1.9	34
84	Optimal product strategies in the presence of network externalities. <i>Information Economics and Policy</i> , 1998, 10, 489-499.	3.5	32
85	The Effect of Involvement on Fundraising: A Charity Field Experiment. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
86	The Influence of Social Media on Charitable Fundraising. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
87	A Study of Incentives in Charitable Fundraising. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
88	The effect of surcharge on price in online auctions. <i>Electronic Commerce Research</i> , 0, , 1.	5.0	0
89	Group Identity in Markets. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
90	Measuring the Impact of Price Matching Guarantees on Price Dispersion and Willingness to Pay in Auctions. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1

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91	Other-regarding Preferences: Egalitarian Warm Glow, Empathy, and Group Size. SSRN Electronic Journal, 0, , .	0.4	4
92	Level-n Bounded Rationality on a Level Playing Field of Sequential Games. SSRN Electronic Journal, 0, , .	0.4	2
93	Level-n Bounded Rationality and Dominated Strategies in Normal-Form Games. SSRN Electronic Journal, 0, , .	0.4	1