

Jordi Brandts

List of Publications by Year in descending order

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Version: 2024-02-01

81
papers

3,873
citations

201674

27
h-index

155660

55
g-index

84
all docs

84
docs citations

84
times ranked

1894
citing authors

#	ARTICLE	IF	CITATIONS
1	The strategy versus the direct-response method: a first survey of experimental comparisons. <i>Experimental Economics</i> , 2011, 14, 375-398.	2.1	545
2	Fair Procedures: Evidence from Games Involving Lotteries. <i>Economic Journal</i> , 2005, 115, 1054-1076.	3.6	282
3	Intergroup Conflict and Intra-Group Punishment in an Experimental Contest Game. <i>American Economic Review</i> , 2010, 100, 420-447.	8.5	212
4	A Change Would Do You Good An Experimental Study on How to Overcome Coordination Failure in Organizations. <i>American Economic Review</i> , 2006, 96, 669-693.	8.5	195
5	Cooperation and noise in public goods experiments: applying the contribution function approach. <i>Journal of Public Economics</i> , 2001, 79, 399-427.	4.3	190
6	Truth or Consequences: An Experiment. <i>Management Science</i> , 2003, 49, 116-130.	4.1	176
7	It's What You Say, Not What You Pay: An Experimental Study of Manager-Employee Relationships in Overcoming Coordination Failure. <i>Journal of the European Economic Association</i> , 2007, 5, 1223-1268.	3.5	175
8	Reference Points and Negative Reciprocity in Simple Sequential Games. <i>Games and Economic Behavior</i> , 2001, 36, 138-157.	0.8	162
9	Hot vs. Cold: Sequential Responses and Preference Stability in Experimental Games. <i>Experimental Economics</i> , 2000, 2, 227-238.	2.1	161
10	Do Labour Market Conditions Affect Gift Exchange? Some Experimental Evidence. <i>Economic Journal</i> , 2004, 114, 684-708.	3.6	141
11	Parochial altruism in inter-group conflicts. <i>Economics Letters</i> , 2012, 117, 45-48.	1.9	90
12	Legitimacy, Communication, and Leadership in the Turnaround Game. <i>Management Science</i> , 2015, 61, 2627-2645.	4.1	88
13	How Universal is Behavior? A Four Country Comparison of Spite and Cooperation in Voluntary Contribution Mechanisms. <i>Public Choice</i> , 2004, 119, 381-424.	1.7	85
14	Competitive rivalry, social disposition, and subjective well-being: An experiment. <i>Journal of Public Economics</i> , 2009, 93, 1158-1167.	4.3	66
15	Equilibrium Selection in Experimental Games with Recommended Play. <i>Games and Economic Behavior</i> , 1995, 11, 36-63.	0.8	64
16	Competition with Forward Contracts: A Laboratory Analysis Motivated By Electricity Market Design. <i>Economic Journal</i> , 2008, 118, 192-214.	3.6	62
17	24. Pricing in Bertrand competition with increasing marginal costs. <i>Games and Economic Behavior</i> , 2008, 63, 1-31.	0.8	62
18	LET'S TALK: HOW COMMUNICATION AFFECTS CONTRACT DESIGN. <i>Journal of the European Economic Association</i> , 2016, 14, 943-974.	3.5	62

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19	Adjustment patterns and equilibrium selection in experimental signaling games. <i>International Journal of Game Theory</i> , 1993, 22, 279-302.	0.5	59
20	Observability and overcoming coordination failure in organizations: An experimental study. <i>Experimental Economics</i> , 2006, 9, 407-423.	2.1	59
21	Leadership and overcoming coordination failure with asymmetric costs. <i>Experimental Economics</i> , 2007, 10, 269-284.	2.1	59
22	Punish and Voice: Punishment Enhances Cooperation when Combined with Norm-Signalling. <i>PLoS ONE</i> , 2013, 8, e64941.	2.5	55
23	Measuring Motivations for the Reciprocal Responses Observed in a Simple Dilemma Game. <i>Experimental Economics</i> , 1998, 1, 207-219.	2.1	54
24	Measuring motivations for the reciprocal responses observed in a simple dilemma game. <i>Experimental Economics</i> , 1998, 1, 207-219.	2.1	54
25	An exploration of reputation formation in experimental games. <i>Journal of Economic Behavior and Organization</i> , 2003, 50, 89-115.	2.0	53
26	The Impact of Advice on Women's and Men's Selection into Competition. <i>Management Science</i> , 2015, 61, 1018-1035.	4.1	42
27	Social-status ranking: a hidden channel to gender inequality under competition. <i>Experimental Economics</i> , 2019, 22, 396-418.	2.1	42
28	Limitations of dominance and forward induction: Experimental evidence. <i>Economics Letters</i> , 1995, 49, 391-395.	1.9	29
29	I want YOU! An experiment studying motivational effects when assigning distributive power. <i>Labour Economics</i> , 2006, 13, 1-17.	1.7	27
30	PRICE COMPETITION UNDER COST UNCERTAINTY: A LABORATORY ANALYSIS. <i>Economic Inquiry</i> , 2005, 43, 636-648.	1.8	26
31	Personal relations and their effect on behavior in an organizational setting: An experimental study. <i>Journal of Economic Behavior and Organization</i> , 2010, 73, 246-253.	2.0	26
32	Title is missing!. <i>Journal of Regulatory Economics</i> , 2003, 23, 125-144.	1.4	25
33	COLLUSION AND FIGHTS IN AN EXPERIMENT WITH PRICE-SETTING FIRMS AND ADVANCE PRODUCTION. <i>Journal of Industrial Economics</i> , 2007, 55, 453-473.	1.3	25
34	The emergence of employer information networks in an experimental labor market. <i>Social Networks</i> , 2013, 35, 541-560.	2.1	24
35	Auctions for government securities: A laboratory comparison of uniform, discriminatory and Spanish designs. <i>Journal of Economic Behavior and Organization</i> , 2006, 61, 284-303.	2.0	23
36	Pivotal Suppliers and Market Power in Experimental Supply Function Competition. <i>Economic Journal</i> , 2014, 124, 887-916.	3.6	23

#	ARTICLE	IF	CITATIONS
37	Stand by Me – Experiments on Help and Commitment in Coordination Games. <i>Management Science</i> , 2016, 62, 2916-2936.	4.1	23
38	Gender pairings and accountability effects. <i>Journal of Economic Behavior and Organization</i> , 2012, 83, 31-41.	2.0	22
39	How strategy sensitive are contributions?. <i>Economic Theory</i> , 2000, 15, 367-387.	0.9	21
40	Fair Procedures: Evidence from Games Involving Lotteries. <i>SSRN Electronic Journal</i> , 2001, , .	0.4	20
41	Forward induction and entry deterrence: an experiment. <i>Economic Theory</i> , 2007, 33, 183-209.	0.9	20
42	Not just like starting over - Leadership and revivification of cooperation in groups. <i>Experimental Economics</i> , 2016, 19, 792-818.	2.1	18
43	An experimental study of persuasion bias and social influence in networks. <i>European Economic Review</i> , 2015, 80, 214-229.	2.3	17
44	Communication in laboratory experiments. , 2019, , .		13
45	Collusion in growing and shrinking markets: empirical evidence from experimental duopolies. , 2009, , 34-60.		12
46	The Norm-Signaling Effects of Group Punishment. <i>Social Science Computer Review</i> , 2014, 32, 334-353.	4.2	12
47	Information, bilateral negotiations, and worker recruitment. <i>European Economic Review</i> , 2010, 54, 1035-1058.	2.3	11
48	Truth or Consequences: An Experiment. <i>SSRN Electronic Journal</i> , 0, , .	0.4	11
49	On punishment and well-being. <i>Journal of Economic Behavior and Organization</i> , 2009, 72, 823-834.	2.0	10
50	Political autonomy and independence: Theory and experimental evidence. <i>Journal of Theoretical Politics</i> , 2016, 28, 461-496.	0.4	10
51	Population uncertainty, social insurance,. <i>Journal of Public Economics</i> , 1992, 47, 361-380.	4.3	9
52	Hiring and escalation bias in subjective performance evaluations: A laboratory experiment. <i>Journal of Economic Behavior and Organization</i> , 2016, 121, 114-129.	2.0	9
53	Market interaction and efficient cooperation. <i>European Economic Review</i> , 2020, 121, 103318.	2.3	9
54	Are there gender differences in status-ranking aversion?. <i>Journal of Behavioral and Experimental Economics</i> , 2020, 84, 101485.	1.2	9

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55	Dispelling misconceptions about economics. <i>Journal of Economic Psychology</i> , 2022, 88, 102461.	2.2	9
56	Size doesn't matter! Gift exchange in experimental labor markets. <i>Journal of Economic Behavior and Organization</i> , 2010, 76, 544-548.	2.0	8
57	The puzzle of social preferences. <i>Revista Internacional De Sociologia</i> , 2012, 70, 113-126.	0.3	7
58	Do Labour Market Conditions Affect Gift Exchange? Some Experimental Evidence. <i>SSRN Electronic Journal</i> , 0, , .	0.4	7
59	Gender differences in private and public goal setting. <i>Journal of Economic Behavior and Organization</i> , 2021, 192, 222-247.	2.0	7
60	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
61	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
62	Advice from women and men and selection into competition. <i>Journal of Economic Psychology</i> , 2021, 82, 102333.	2.2	5
63	Chapter 87 Cooperation in VCM Experiments: Results Using the Contribution Function Approach. <i>Handbook of Experimental Economics Results</i> , 2008, , 825-830.	0.2	4
64	Equal and unequal profit sharing in highly interdependent work groups: A laboratory experiment. <i>Journal of Economic Behavior and Organization</i> , 2021, 184, 232-252.	2.0	4
65	Let's Talk: How Communication Affects Contract Design. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
66	Experimental industrial organization. , 2018, , .		3
67	Information frictions and market power: A laboratory study. <i>Games and Economic Behavior</i> , 2020, 122, 354-369.	0.8	3
68	Frames and Games. , 2007, , 175-180.		3
69	Entry and market selection of firms: A laboratory study. <i>Journal of Economic Behavior and Organization</i> , 2008, 68, 593-612.	2.0	2
70	Counter-Punishment, Communication, and Cooperation among Partners. <i>Frontiers in Behavioral Neuroscience</i> , 2016, 10, 53.	2.0	2
71	Ambiguous Information and Market Entry: An Experimental Study. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
72	Pivotal Suppliers and Market Power in Experimental Supply Function Competition. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2

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73	Deliberative structures and their impact on voting under economic conflict. <i>Experimental Economics</i> , 0, , 1.	2.1	1
74	Watching or not watching? Access to information and the incentive effects of firing threats. <i>Journal of Economic Behavior and Organization</i> , 2021, 189, 672-685.	2.0	1
75	Not Just Like Starting Over: Leadership and Revivification of Cooperation in Groups. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
76	Drei Oligopolexperimente. , 2010, , 53-72.		1
77	I Want You! An Experiment Studying the Selection Effect when Assigning Distributive Power. <i>SSRN Electronic Journal</i> , 2003, , .	0.4	0
78	Hiring and Escalation Bias in Subjective Performance Evaluations: A Laboratory Experiment. <i>SSRN Electronic Journal</i> , 2013, , .	0.4	0
79	The price of luck: paying for the hot hand of others. <i>Journal of the Economic Science Association</i> , 2016, 2, 60-72.	2.3	0
80	Forward induction and entry deterrence: An experiment. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
81	The Emergence of Social Structure: Employer Information Networks in an Experimental Labor Market. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0