

George Ainslie

List of Publications by Year in descending order

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Version: 2024-02-01

76
papers

5,975
citations

201575

27
h-index

143943

57
g-index

79
all docs

79
docs citations

79
times ranked

3885
citing authors

#	ARTICLE	IF	CITATIONS
1	Behavioral construction of the future.. Psychology of Addictive Behaviors, 2023, 37, 13-24.	1.4	0
2	Willpower with and without effort. Behavioral and Brain Sciences, 2021, 44, e30.	0.4	27
3	Reply to commentaries to willpower with and without effort. Behavioral and Brain Sciences, 2021, 44, e57.	0.4	0
4	Elster's eclecticism in analyzing emotion. Inquiry (United Kingdom), 2021, 64, 321-341.	0.4	2
5	De Gustibus Disputare:Hyperbolic delay discounting integrates five approaches to impulsive choice. Journal of Economic Methodology, 2017, 24, 166-189.	0.6	41
6	Intertemporal Bargaining in Habit. Neuroethics, 2017, 10, 143-153.	1.7	4
7	Positivity versus negativity is a matter of timing. Behavioral and Brain Sciences, 2017, 40, e348.	0.4	1
8	The Cardinal Anomalies that Led to Behavioral Economics: Cognitive or Motivational?. Managerial and Decision Economics, 2016, 37, 261-273.	1.3	24
9	Palpating the elephant. , 2016, , 227-244.		2
10	Psychopathology arises from intertemporal bargaining as well as from emotional trauma. Behavioral and Brain Sciences, 2015, 38, e2.	0.4	1
11	A "cohesive moral community" is already patrolling behavioral science. Behavioral and Brain Sciences, 2015, 38, e131.	0.4	1
12	Increased functional coupling between the left fronto-parietal network and anterior insula predicts steeper delay discounting in smokers. Human Brain Mapping, 2014, 35, 3774-3787.	1.9	100
13	The behavioral and neural effect of emotional primes on intertemporal decisions. Social Cognitive and Affective Neuroscience, 2014, 9, 283-291.	1.5	40
14	Selfish goals must compete for the common currency of reward. Behavioral and Brain Sciences, 2014, 37, 135-136.	0.4	3
15	Grasping the Impalpable: The Role of Endogenous Reward in Choices, Including Process Addictions. Inquiry (United Kingdom), 2013, 56, 446-469.	0.4	48
16	Intertemporal bargaining predicts moral behavior, even in anonymous, one-shot economic games. Behavioral and Brain Sciences, 2013, 36, 78-79.	0.4	2
17	Monotonous tasks require self-control because they interfere with endogenous reward. Behavioral and Brain Sciences, 2013, 36, 679-680.	0.4	2
18	Cold climates demand more intertemporal self-control than warm climates. Behavioral and Brain Sciences, 2013, 36, 481-482.	0.4	67

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19	Intertemporal Bargaining in Addiction. <i>Frontiers in Psychiatry</i> , 2013, 4, 63.	1.3	11
20	Picoeconomics in Neural and Evolutionary Contexts. , 2013, , 3-18.		2
21	Money as MacGuffin. , 2013, , 16-37.		4
22	Moderators of the association between brain activation and farsighted choice. <i>NeuroImage</i> , 2012, 59, 1469-1477.	2.1	54
23	Pure hyperbolic discount curves predict "eyes open" self-control. <i>Theory and Decision</i> , 2012, 73, 3-34.	0.5	55
24	Striatal hyposensitivity to delayed rewards among cigarette smokers. <i>Drug and Alcohol Dependence</i> , 2011, 116, 18-23.	1.6	48
25	The relationship between addiction and reward bundling: an experiment comparing smokers and non-smokers. <i>Addiction</i> , 2011, 106, 402-409.	1.7	39
26	Drugs' rapid payoffs distort evaluation of their instrumental uses. <i>Behavioral and Brain Sciences</i> , 2011, 34, 311-312.	0.4	0
27	Free Will as Recursive Self-Prediction: Does a Deterministic Mechanism Reduce Responsibility?. , 2011, , 55-88.		14
28	Procrastination. , 2010, , 11-27.		11
29	The Core Process in Addictions and Other Impulses: Hyperbolic Discounting versus Conditioning and Cognitive Framing. , 2010, , 210-245.		7
30	Non-instrumental belief is largely founded on singularity. <i>Behavioral and Brain Sciences</i> , 2009, 32, 511-512.	0.4	0
31	Pleasure and Aversion: Challenging the Conventional Dichotomy. <i>Inquiry (United Kingdom)</i> , 2009, 52, 357-377.	0.4	7
32	Behavioral and Neural Evidence of Incentive Bias for Immediate Rewards Relative to Preference-Matched Delayed Rewards. <i>Journal of Neuroscience</i> , 2009, 29, 14820-14827.	1.7	76
33	The picoeconomic approach to addictions: Analyzing the conflict of successive motivational states. <i>Addiction Research and Theory</i> , 2009, 17, 115-134.	1.2	9
34	Recursive Self-prediction in Self-control and Its Failure. , 2009, , 139-158.		3
35	Vulnerabilities to addiction must have their impact through the common currency of discounted reward. <i>Behavioral and Brain Sciences</i> , 2008, 31, 438-439.	0.4	0
36	Game theory can build higher mental processes from lower ones1. <i>Behavioral and Brain Sciences</i> , 2007, 30, 16-18.	0.4	3

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37	Foresight has to pay off in the present moment. Behavioral and Brain Sciences, 2007, 30, 313-314.	0.4	73
38	The behavioral economics of will in recovery from addiction. Drug and Alcohol Dependence, 2007, 90, S100-S111.	1.6	98
39	Frontoparietal cortical activity of methamphetamine-dependent and comparison subjects performing a delay discounting task. Human Brain Mapping, 2007, 28, 383-393.	1.9	296
40	What good are facts? The "drug" value of money as an exemplar of all non-instrumental value. Behavioral and Brain Sciences, 2006, 29, 176-177.	0.4	1
41	Cruelty may be a self-control device against sympathy. Behavioral and Brain Sciences, 2006, 29, 224-225.	0.4	6
42	Principles of Breakdown of Will. Behavioral and Brain Sciences, 2005, 28, 635-650.	0.4	266
43	The Psychology of Intertemporal Discounting: Why are Distant Events Valued Differently from Proximal Ones?. Marketing Letters, 2005, 16, 347-360.	1.9	185
44	You can't give permission to be a bastard: Empathy and self-signaling as uncontrollable independent variables in bargaining games. Behavioral and Brain Sciences, 2005, 28, 815-816.	0.4	59
45	Why not emotions as motivated behaviors?. Behavioral and Brain Sciences, 2005, 28, 194-195.	0.4	9
46	A bazaar of opinions mostly fit within picoeconomics. Behavioral and Brain Sciences, 2005, 28, 664-670.	0.4	3
47	Gods are more flexible than resolutions. Behavioral and Brain Sciences, 2004, 27, 730-731.	0.4	10
48	The self is virtual, the will is not illusory. Behavioral and Brain Sciences, 2004, 27, 659-660.	0.4	12
49	BEHAVIOR: A Marketplace in the Brain?. Science, 2004, 306, 421-423.	6.0	64
50	Uncertainty as wealth. Behavioural Processes, 2003, 64, 369-385.	0.5	13
51	Hyperbolic Discounting as a Factor in Addiction. , 2003, , 35-69.		19
52	Will as Intertemporal Bargaining: Implications for Rationality. University of Pennsylvania Law Review, 2003, 151, 825.	0.3	6
53	BUILDING BLOCKS OF SELF-CONTROL: INCREASED TOLERANCE FOR DELAY WITH BUNDLED REWARDS. Journal of the Experimental Analysis of Behavior, 2003, 79, 37-48.	0.8	66
54	Game theory need not abandon individual maximization. Behavioral and Brain Sciences, 2003, 26, .	0.4	4

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55	Hyperbolic discounting lets empathy be a motivated process. Behavioral and Brain Sciences, 2002, 25, 20-21.	0.4	145
56	Altruism is a primary impulse, not a discipline. Behavioral and Brain Sciences, 2002, 25, 251-251.	0.4	7
57	The fragility of cooperation: A false feedback study of a sequential iterated prisoner's dilemma. Journal of Economic Psychology, 2002, 23, 437-448.	1.1	154
58	The Subjective Experience of Intertemporal Bargaining. , 2001, , 105-116.		1
59	A Research-Based Theory of Addictive Motivation. Law and Philosophy, 2000, 19, 77.	0.4	30
60	The Dangers of Willpower. , 1999, , 65-92.		7
61	Beyond discounting: possible experimental models of impulse control. Psychopharmacology, 1999, 146, 339-347.	1.5	262
62	Intention isn't indivisible. Behavioral and Brain Sciences, 1997, 20, 365-366.	0.4	2
63	If belief is a behavior, what controls it?. Behavioral and Brain Sciences, 1997, 20, 103-104.	0.4	5
64	How do people choose between local and global bookkeeping?. Behavioral and Brain Sciences, 1996, 19, 574-575.	0.4	0
65	Studying Self-Regulation the Hard Way. Psychological Inquiry, 1996, 7, 16-20.	0.4	6
66	A Utility-Maximizing Mechanism for Vicarious Reward. Rationality and Society, 1995, 7, 393-403.	0.2	60
67	Matching is the integrating framework. Behavioral and Brain Sciences, 1988, 11, 679-680.	0.4	2
68	Self-Reported Tactics of Impulse Control. Substance Use and Misuse, 1987, 22, 167-179.	0.6	6
69	Behavior is what can be reinforced. Behavioral and Brain Sciences, 1985, 8, 53-54.	0.4	3
70	Rationality and the emotions; a picoeconomic approach. Social Science Information, 1985, 24, 355-374.	1.1	3
71	Behavioural economics II: motivated, involuntary behaviour. Social Science Information, 1984, 23, 47-78.	1.1	40
72	A behavioral economic approach to the defense mechanisms: Freud's energy theory revisited. Social Science Information, 1982, 21, 735-779.	1.1	68

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73	Preference reversal and delayed reinforcement. Learning and Behavior, 1981, 9, 476-482.	3.4	302
74	Specious reward: A behavioral theory of impulsiveness and impulse control.. Psychological Bulletin, 1975, 82, 463-496.	5.5	2,315
75	Breakdown of Will. , 0, , 156-186.		0
76	Self-Control, Discounting and Reward: Why Picoeconomics is Economics. SSRN Electronic Journal, 0, , .	0.4	0