

# Tore Ellingsen

## List of Publications by Year in descending order

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Version: 2024-02-01

63  
papers

5,520  
citations

186209

28  
h-index

197736

49  
g-index

65  
all docs

65  
docs citations

65  
times ranked

3150  
citing authors

#	ARTICLE	IF	CITATIONS
1	In-Kind Finance: A Theory of Trade Credit. <i>American Economic Review</i> , 2004, 94, 569-590.	4.0	662
2	What You Sell Is What You Lend? Explaining Trade Credit Contracts. <i>Review of Financial Studies</i> , 2011, 24, 1261-1298.	3.7	591
3	Positive Interactions Promote Public Cooperation. <i>Science</i> , 2009, 325, 1272-1275.	6.0	570
4	Pride and Prejudice: The Human Side of Incentive Theory. <i>American Economic Review</i> , 2008, 98, 990-1008.	4.0	431
5	Promises, Threats and Fairness. <i>Economic Journal</i> , 2004, 114, 397-420.	1.9	418
6	The aversion to lying. <i>Journal of Economic Behavior and Organization</i> , 2009, 70, 81-92.	1.0	283
7	Testing guilt aversion. <i>Games and Economic Behavior</i> , 2010, 68, 95-107.	0.4	219
8	Social framing effects: Preferences or beliefs?. <i>Games and Economic Behavior</i> , 2012, 76, 117-130.	0.4	192
9	A randomized trial of the effect of estrogen and testosterone on economic behavior. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2009, 106, 6535-6538.	3.3	164
10	Paying Respect. <i>Journal of Economic Perspectives</i> , 2007, 21, 135-149.	2.7	158
11	Do people care about social context? Framing effects in dictator games. <i>Experimental Economics</i> , 2013, 16, 349-371.	1.0	147
12	Externalities vs internalities: a model of political integration. <i>Journal of Public Economics</i> , 1998, 68, 251-268.	2.2	138
13	Monetary Policy and Market Interest Rates. <i>American Economic Review</i> , 2001, 91, 1594-1607.	4.0	127
14	Is generosity involuntary?. <i>Economics Letters</i> , 2007, 94, 32-37.	0.9	125
15	Anchoring and cognitive ability. <i>Economics Letters</i> , 2010, 107, 66-68.	0.9	115
16	Anticipated verbal feedback induces altruistic behavior. <i>Evolution and Human Behavior</i> , 2008, 29, 100-105.	1.4	105
17	When Does Communication Improve Coordination?. <i>American Economic Review</i> , 2010, 100, 1695-1724.	4.0	94
18	Conspicuous generosity. <i>Journal of Public Economics</i> , 2011, 95, 1131-1143.	2.2	77

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19	The Evolution of Bargaining Behavior. Quarterly Journal of Economics, 1997, 112, 581-602.	3.9	68
20	Is There a Hold-up Problem?. Scandinavian Journal of Economics, 2004, 106, 475-494.	0.7	68
21	What You Sell is What You Lend? Explaining Trade Credit Contracts. SSRN Electronic Journal, 0, , .	0.4	56
22	Trust and Truth. Economic Journal, 2009, 119, 252-276.	1.9	45
23	Does Evolution Solve the Hold-Up Problem?. Games and Economic Behavior, 2002, 39, 28-53.	0.4	41
24	A randomized trial of the effect of testosterone and estrogen on verbal fluency, verbal memory, and spatial ability in healthy postmenopausal women. Fertility and Sterility, 2011, 95, 152-157.	0.5	41
25	Monitoring and Pay. Journal of Labor Economics, 2002, 20, 201-216.	1.5	40
26	Commitment and Conflict in Bilateral Bargaining. American Economic Review, 2008, 98, 1629-1635.	4.0	40
27	Gender differences in social framing effects. Economics Letters, 2013, 118, 470-472.	0.9	37
28	Price signals quality: The case of perfectly inelastic demand. International Journal of Industrial Organization, 1997, 16, 43-61.	0.6	33
29	Foreign Direct Investment and the Political Economy of Protection. International Economic Review, 1999, 40, 357-379.	0.6	32
30	Time is not money. Journal of Economic Behavior and Organization, 2009, 72, 96-102.	1.0	32
31	Sunk costs and fairness in incomplete information bargaining. Games and Economic Behavior, 2005, 50, 155-177.	0.4	30
32	Financial Contracting Under Imperfect Enforcement. Quarterly Journal of Economics, 2011, 126, 323-371.	3.9	27
33	Does Gender Diversity Promote Nonconformity?. Management Science, 2017, 63, 1085-1096.	2.4	27
34	Confining the Coase Theorem: Contracting, Ownership, and Free-Riding. Review of Economic Studies, 2016, 83, 547-586.	2.9	26
35	The Stock Market as a Screening Device and the Decision to Go Public. SSRN Electronic Journal, 0, , .	0.4	24
36	Strategic Buyers and the Social Cost of Monopoly. , 2008, , 399-408.		23

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37	Why are Long Rates Sensitive to Monetary Policy?. SSRN Electronic Journal, 0, , .	0.4	21
38	Fixed or Flexible? Wage-setting in Search Equilibrium. <i>Economica</i> , 2003, 70, 233-250.	0.9	19
39	On flexibility in oligopoly. <i>Economics Letters</i> , 1995, 48, 83-89.	0.9	16
40	Tough negotiations: Bilateral bargaining with durable commitments. <i>Games and Economic Behavior</i> , 2014, 87, 353-366.	0.4	16
41	Rational bubbles and public debt policy: A quantitative analysis. <i>Journal of Monetary Economics</i> , 2018, 96, 109-123.	1.8	16
42	Mandated countertrade as a strategic commitment. <i>Journal of International Economics</i> , 1996, 40, 67-84.	1.4	15
43	Cardinal Utility: A History of Hedonimetry. , 1994, , 105-165.		13
44	Trade Finance In A Liquidity Crisis. Policy Research Working Papers, 2009, , .	1.4	13
45	Civic Capital in Two Cultures: The Nature of Cooperation in Romania and USA. SSRN Electronic Journal, 0, , .	0.4	10
46	Fixed or Flexible?: Wage Setting in Search Equilibrium. SSRN Electronic Journal, 1998, , .	0.4	7
47	Do People Care About Social Context? Framing Effects in Dictator Games. SSRN Electronic Journal, 2012, , .	0.4	7
48	The evolution of parental investment: Re-examining the anisogamy argument. <i>Journal of Theoretical Biology</i> , 2012, 299, 113-119.	0.8	7
49	Does Impartial Deliberation Breed Fair Behavior?. <i>Rationality and Society</i> , 2005, 17, 116-136.	0.2	6
50	The private provision of excludable public goods: An inefficiency result. <i>Journal of Public Economics</i> , 2012, 96, 658-669.	2.2	6
51	Efficiency Wages and Xâ€œInefficiencies. <i>Scandinavian Journal of Economics</i> , 1997, 99, 581-596.	0.7	5
52	How does communication affect beliefs in one-shot games with complete information?. <i>Games and Economic Behavior</i> , 2018, 107, 153-181.	0.4	5
53	In-Kind Finance. SSRN Electronic Journal, 0, , .	0.4	5
54	Weighing Reward and Punishmentâ€™Response. <i>Science</i> , 2009, 326, 1632-1633.	6.0	3

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55	Strategic risk and coordination failure in blame games. <i>Economics Letters</i> , 2011, 110, 90-92.	0.9	3
56	Rational Bubbles in UK Housing Markets: Comment on "No Bubble Condition: Model-Free Tests in Housing Markets". <i>Econometrica</i> , 2020, 88, 1755-1766.	2.6	3
57	Paying for Staying: Managerial Contracts and the Retention Motive. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3
58	Indebtedness and Unemployment: A Durable Relationship. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3
59	Fair and Square: A Retention Model of Managerial Compensation. <i>Management Science</i> , 2022, 68, 3604-3624.	2.4	2
60	Efficiency Wages and X-Inefficiencies. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
61	Economists' Mathematical Manual. <i>Scandinavian Journal of Economics</i> , 1994, 96, 575.	0.7	0
62	Commentary: Governing Labor Relations. , 2003, , 106-181.		0
63	Disagreement and Authority. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0