

# Lisa Bruttel

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/3028360/publications.pdf>

Version: 2024-02-01

15  
papers

103  
citations

1683354

5  
h-index

1473754

9  
g-index

15  
all docs

15  
docs citations

15  
times ranked

81  
citing authors

#	ARTICLE	IF	CITATIONS
1	Inefficient Cooperation Under Stochastic and Strategic Uncertainty. <i>Journal of Conflict Resolution</i> , 2022, 66, 755-782.	1.1	2
2	“Thanks in advance” The negative effect of a polite phrase on compliance with a request. <i>German Economic Review</i> , 2021, .	0.5	0
3	Getting a yes. An experiment on the power of asking. <i>Journal of Behavioral and Experimental Economics</i> , 2020, 86, 101550.	0.5	7
4	Is There a Loyalty-Enhancing Effect of Retroactive Price-Reduction Schemes?. <i>Review of Industrial Organization</i> , 2019, 54, 575-593.	0.4	0
5	The Effects of Recommended Retail Prices on Consumer and Retailer Behaviour. <i>Economica</i> , 2018, 85, 649-668.	0.9	4
6	Gender Differences in the Response to Decision Power and Responsibility—Framing Effects in a Dictator Game. <i>Games</i> , 2018, 9, 28.	0.4	9
7	Asymmetric voluntary cooperation: a repeated sequential best-shot experiment. <i>International Journal of Game Theory</i> , 2018, 47, 873-891.	0.5	3
8	A note on making humans randomize. <i>Journal of Behavioral and Experimental Economics</i> , 2015, 58, 40-45.	0.5	0
9	On the path dependence of tax compliance. <i>European Economic Review</i> , 2014, 65, 90-107.	1.2	17
10	Can short-term incentives induce long-lasting cooperation? Results from a public-goods experiment. <i>Journal of Behavioral and Experimental Economics</i> , 2014, 53, 120-130.	0.5	8
11	Taking the initiative. What characterizes leaders?. <i>European Economic Review</i> , 2013, 64, 147-168.	1.2	18
12	No contract or unfair contract: What's better?. <i>Journal of Socio-Economics</i> , 2012, 41, 384-390.	1.0	4
13	Infinity in the lab. How do people play repeated games?. <i>Theory and Decision</i> , 2012, 72, 205-219.	0.5	31
14	Time to Defect: Repeated Prisoners' Dilemma Experiments with Uncertain Horizon. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
15	The Effect of Leniency Rule on Cartel Formation and Stability: Experiments with Open Communication. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0