

Martin Sefton

List of Publications by Year in descending order

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59
papers

5,242
citations

185998

28
h-index

168136

53
g-index

59
all docs

59
docs citations

59
times ranked

2952
citing authors

#	ARTICLE	IF	CITATIONS
1	Fairness in Simple Bargaining Experiments. <i>Games and Economic Behavior</i> , 1994, 6, 347-369.	0.4	1,884
2	The Long-Run Benefits of Punishment. <i>Science</i> , 2008, 322, 1510-1510.	6.0	467
3	THE EFFECT OF REWARDS AND SANCTIONS IN PROVISION OF PUBLIC GOODS. <i>Economic Inquiry</i> , 2007, 45, 671-690.	1.0	424
4	Leading-by-example and signaling in voluntary contribution games: an experimental study. <i>Economic Theory</i> , 2007, 33, 169-182.	0.5	225
5	The Sequential Prisoner's Dilemma: Evidence on Reciprocation. <i>Economic Journal</i> , 2001, 111, 51-68.	1.9	209
6	After youâ€™ endogenous sequencing in voluntary contribution games. <i>Journal of Public Economics</i> , 2005, 89, 1399-1419.	2.2	168
7	PEER EFFECTS IN PRO-SOCIAL BEHAVIOR: SOCIAL NORMS OR SOCIAL PREFERENCES?. <i>Journal of the European Economic Association</i> , 2013, 11, 548-573.	1.9	140
8	WHO MAKES A GOOD LEADER? COOPERATIVENESS, OPTIMISM, AND LEADINGâ€™BYâ€™EXAMPLE. <i>Economic Inquiry</i> , 2012, 50, 953-967.	1.0	118
9	Cooperation in small groups: the effect of group size. <i>Experimental Economics</i> , 2015, 18, 4-14.	1.0	105
10	When are Nash equilibria self-enforcing? An experimental analysis. <i>International Journal of Game Theory</i> , 2001, 29, 495-515.	0.5	104
11	An experimental study of price dispersion. <i>Games and Economic Behavior</i> , 2006, 54, 134-158.	0.4	100
12	Reward structures in public good experiments. <i>Journal of Public Economics</i> , 1996, 61, 263-287.	2.2	93
13	Endogenous entry in contests. <i>Economic Theory</i> , 2012, 51, 435-463.	0.5	88
14	Sequential vs. simultaneous contributions to public goods: Experimental evidence. <i>Journal of Public Economics</i> , 2010, 94, 515-522.	2.2	84
15	Strategic behavior and learning in repeated voluntary contribution experiments. <i>Journal of Economic Behavior and Organization</i> , 2008, 67, 782-793.	1.0	68
16	Information feedback and contest structure in rent-seeking games. <i>European Economic Review</i> , 2013, 64, 223-240.	1.2	56
17	Risk-taking in social settings: Group and peer effects. <i>Journal of Economic Behavior and Organization</i> , 2013, 92, 273-283.	1.0	52
18	Combining â€™real effortâ€™ with induced effort costs: the ball-catching task. <i>Experimental Economics</i> , 2016, 19, 687-712.	1.0	52

#	ARTICLE	IF	CITATIONS
19	The Impact of Social Comparisons on Reciprocity*. Scandinavian Journal of Economics, 2012, 114, 1346-1367.	0.7	51
20	Hierarchy and opportunism in teams. Journal of Economic Behavior and Organization, 2009, 69, 39-50.	1.0	48
21	Incentives in simple bargaining games. Journal of Economic Psychology, 1992, 13, 263-276.	1.1	47
22	Enlargement and the balance of power: an experimental study. Social Choice and Welfare, 2007, 30, 69-87.	0.4	46
23	Network architecture and traffic flows: Experiments on the Pigou-Knight-Downs and Braess Paradoxes. Games and Economic Behavior, 2009, 66, 348-372.	0.4	45
24	Repetition and signalling: experimental evidence from games with efficient equilibria. Economics Letters, 2001, 70, 357-362.	0.9	42
25	The distribution of a Lagrange multiplier test of normality. Economics Letters, 1996, 51, 123-130.	0.9	36
26	Gaining power through enlargement: Strategic foundations and experimental evidence. Games and Economic Behavior, 2010, 69, 274-292.	0.4	36
27	Identifying social norms using coordination games: Spectators vs. stakeholders. Economics Letters, 2015, 130, 28-31.	0.9	36
28	Abreu-Matsushima Mechanisms: Experimental Evidence. Games and Economic Behavior, 1996, 16, 280-302.	0.4	33
29	How do risk attitudes affect measured confidence?. Journal of Risk and Uncertainty, 2016, 52, 21-46.	0.8	33
30	The Effect of Rewards and Sanctions in Provision of Public Goods. SSRN Electronic Journal, 2006, , .	0.4	31
31	Implementation by Iterative Dominance and Backward Induction: An Experimental Comparison. Journal of Economic Theory, 2002, 104, 89-103.	0.5	30
32	Encouraging Compliance: Bonuses Versus Fines in Inspection Games. Journal of Law, Economics, and Organization, 2014, 30, 623-648.	0.8	29
33	Risk, pre-play communication and equilibrium. Games and Economic Behavior, 2004, 46, 23-40.	0.4	28
34	Endogenous Motivation Structure and Voluntary Provision of Public Goods: Theory and Experiment. Journal of Public Economic Theory, 2011, 13, 721-754.	0.6	22
35	Strategic and Natural Risk in Entrepreneurship: An Experimental Study. Journal of Economics and Management Strategy, 2016, 25, 420-454.	0.4	21
36	An Experimental Investigation of Unprofitable Games. Games and Economic Behavior, 2002, 40, 123-146.	0.4	19

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37	Multi-unit auctions: A comparison of static and dynamic mechanisms. <i>Journal of Economic Behavior and Organization</i> , 2006, 61, 304-323.	1.0	18
38	A laboratory study of advertising and price competition. <i>European Economic Review</i> , 2006, 50, 323-347.	1.2	17
39	Majoritarian Blotto contests with asymmetric battlefields: an experiment on apex games. <i>Economic Theory</i> , 2016, 61, 55-89.	0.5	17
40	Discretionary Sanctions and Rewards in the Repeated Inspection Game. <i>Management Science</i> , 2016, 62, 502-517.	2.4	17
41	An experimental comparison of two search models. <i>Studies in Economic Theory</i> , 2001, , 71-85.	0.0	17
42	Team incentives and leadership. <i>Journal of Economic Psychology</i> , 2017, 62, 173-185.	1.1	15
43	An experiment on spatial price competition. <i>International Journal of Industrial Organization</i> , 2008, 26, 716-729.	0.6	13
44	Risk taking and information aggregation in groups. <i>Journal of Economic Psychology</i> , 2015, 51, 34-47.	1.1	10
45	Communication and Efficiency in Coordination Game Experiments. <i>Advances in Applied Microeconomics</i> , 0, , 63-85.	0.3	9
46	A Model of Behavior in Coordination Game Experiments. <i>Experimental Economics</i> , 1999, 2, 151-164.	1.0	7
47	Social comparisons in job search. <i>Journal of Economic Behavior and Organization</i> , 2019, 168, 338-361.	1.0	6
48	The Paradox of New Members: Strategic Foundations and Experimental Evidence. <i>SSRN Electronic Journal</i> , 0, , .	0.4	6
49	The welfare effects of a subsidy to Multiple Listing Services. <i>Journal of Real Estate Finance and Economics</i> , 1995, 11, 85-90.	0.8	4
50	Divisible-good uniform price auctions: The role of allocation rules and communication among bidders. <i>Research in Experimental Economics</i> , 2013, , 53-86.	0.2	4
51	DISAPPOINTMENT AVERSION AND SOCIAL COMPARISONS IN A REAL-EFFORT COMPETITION. <i>Economic Inquiry</i> , 2018, 56, 1512-1525.	1.0	4
52	Hierarchy and Opportunism in Teams. <i>SSRN Electronic Journal</i> , 2005, , .	0.4	3
53	Threat to regulate and coordination failures: Experimental evidence. <i>Journal of Real Estate Finance and Economics</i> , 1996, 12, 97-115.	0.8	2
54	A lagrange multiplier test of uniformity against beta alternatives. <i>Journal of Statistical Computation and Simulation</i> , 1992, 44, 17-25.	0.7	1

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55	Buyer Subsidies in an Equilibrium Model of Price Dispersion. <i>German Economic Review</i> , 2003, 4, 497-501.	0.5	1
56	Majoritarian Contests with Asymmetric Battlefields: An Experiment. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
57	Solutions: Derivation of the OLS Estimator Without Using Calculus. <i>Econometric Theory</i> , 1996, 12, 395-396.	0.6	0
58	Bargaining and Market Behavior: Essays in Experimental Economics. <i>Economic Journal</i> , 2002, 112, F390-F391.	1.9	0
59	To Tender or Not to Tender? Deliberate and Exogenous Sunk Costs in a Public Good Game. <i>Games</i> , 2018, 9, 41.	0.4	0