Elke U Weber

List of Publications by Citations

97 papers	16,765 citations	53 h-index	104 g-index
104 ext. papers	19,710 ext. citations	6.9 avg, IF	7.08 L-index

#	Paper	IF	Citations
97	Risk as feelings. *Psychological Bulletin*, **2001**, 127, 267-86	19.1	3775
96	A domain-specific risk-attitude scale: measuring risk perceptions and risk behaviors. *Journal of Behavioral Decision Making*, **2002**, 15, 263-290	2.4	1518
95	Experience-Based and Description-Based Perceptions of Long-Term Risk: Why Global Warming does not Scare us (Yet). *Climatic Change*, **2006**, 77, 103-120	4.5	660
94	Cross-Cultural Differences in Risk Perception, but Cross-Cultural Similarities in Attitudes Towards Perceived Risk. *Management Science*, **1998**, 44, 1205-1217	3.9	568
93	Mindful judgment and decision making. *Annual Review of Psychology*, **2009**, 60, 53-85	26.1	523
92	Public understanding of climate change in the United States. *American Psychologist*, **2011**, 66, 315-28	9.5	472
91	Perceived Risk Attitudes: Relating Risk Perception to Risky Choice. *Management Science*, **1997**, 43, 123-144	3.9	465
90	Lateral prefrontal cortex and self-control in intertemporal choice. *Nature Neuroscience*, **2010**, 13, 538-9	25.5	460
89	Predicting risk sensitivity in humans and lower animals: risk as variance or coefficient of variation. *Psychological Review*, **2004**, 111, 430-45	6.3	459
88	Beyond nudges: Tools of a choice architecture. *Marketing Letters*, **2012**, 23, 487-504	2.3	441
87	Affective and deliberative processes in risky choice: age differences in risk taking in the Columbia Card Task. *Journal of Experimental Psychology: Learning Memory and Cognition*, **2009**, 35, 709-30	2.2	390
86	What shapes perceptions of climate change?. *Wiley Interdisciplinary Reviews: Climate Change*, **2010**, 1, 332-342	8.4	387
85	Cross-national differences in risk preference and lay predictions. *Journal of Behavioral Decision Making*, **1999**, 12, 165-179	2.4	368
84	Positive and negative spillover of pro-environmental behavior: An integrative review and theoretical framework. *Global Environmental Change*, **2014**, 29, 127-138	10.1	342
83	Social norms as solutions. *Science*, **2016**, 354, 42-43	33.3	314
82	Communication and mental processes: Experiential and analytic processing of uncertain climate information. *Global Environmental Change*, **2007**, 17, 47-58	10.1	300
81	Psychology's contributions to understanding and addressing global climate change. *American Psychologist*, **2011**, 66, 241-50	9.5	248

80	From subjective probabilities to decision weights: The effect of asymmetric loss functions on the evaluation of uncertain outcomes and events.. *Psychological Bulletin*, **1994**, 115, 228-242	19.1	240
79	Who Takes Risks When and Why?: Determinants of Risk Taking. *Current Directions in Psychological Science*, **2011**, 20, 211-216	6.5	229
78	A fundamental prediction error: Self–others discrepancies in risk preference.. *Journal of Experimental Psychology: General*, **1997**, 126, 45-53	4.7	223
77	Discounting future green: money versus the environment. *Journal of Experimental Psychology: General*, **2009**, 138, 329-40	4.7	222
76	How warm days increase belief in global warming. *Nature Climate Change*, **2014**, 4, 143-147	21.4	193
75	Cross-Cultural Differences in Risk Perception: A Model-Based Approach. *Risk Analysis*, **1997**, 17, 479-488	3.9	176
74	When and why defaults influence decisions: a meta-analysis of default effects. *Behavioural Public Policy*, **2019**, 3, 159-186	2.7	133
73	It's the thought that counts: on perceiving how helpers decide to lend a hand. *Personality and Social Psychology Bulletin*, **2004**, 30, 461-74	4.1	132
72	What Folklore Tells Us about Risk and Risk Taking: Cross-Cultural Comparisons of American, German, and Chinese Proverbs. *Organizational Behavior and Human Decision Processes*, **1998**, 75, 170-86	4	127
71	Who takes Risks When and Why: Determinants of Changes in Investor Risk Taking*. *Review of Finance*, **2013**, 17, 847-883	3.5	121
70	Complementary cognitive capabilities, economic decision making, and aging. *Psychology and Aging*, **2013**, 28, 595-613	3.6	117
69	Contextual effects in the interpretations of probability words: Perceived base rate and severity of events.. *Journal of Experimental Psychology: Human Perception and Performance*, **1990**, 16, 781-789	2.6	116
68	Communicating asset risk: how name recognition and the format of historic volatility information affect risk perception and investment decisions. *Risk Analysis*, **2005**, 25, 597-609	3.9	114
67	Increased capacity to delay reward in anorexia nervosa. *Journal of the International Neuropsychological Society*, **2012**, 18, 773-80	3.1	104
66	What shapes perceptions of climate change? New research since 2010. *Wiley Interdisciplinary Reviews: Climate Change*, **2016**, 7, 125-134	8.4	99
65	Models and mosaics: investigating cross-cultural differences in risk perception and risk preference. *Psychonomic Bulletin and Review*, **1999**, 6, 611-7	4.1	89
64	An axiomatic theory of conjoint, expected risk. *Journal of Mathematical Psychology*, **1986**, 30, 188-205	1.2	88
63	Dimensions of risk perception for financial and health risks. *Risk Analysis*, **1993**, 13, 553-8	3.9	87

62	How will I be remembered? Conserving the environment for the sake of one's legacy. *Psychological Science*, **2015**, 26, 231-6	7.9	86
61	An agent based model to simulate structural and land use changes in agricultural systems of the argentine pampas. *Ecological Modelling*, **2011**, 222, 3486-3499	3	85
60	Capacity to delay reward differentiates obsessive-compulsive disorder and obsessive-compulsive personality disorder. *Biological Psychiatry*, **2014**, 75, 653-9	7.9	80
59	When do extreme weather events generate attention to climate change?. *Climatic Change*, **2017**, 143, 227-241	4.5	80
58	Neural correlates of expected risks and returns in risky choice across development. *Journal of Neuroscience*, **2015**, 35, 1549-60	6.6	79
57	Investment Decisions and Time Horizon: Risk Perception and Risk Behavior in Repeated Gambles. *Management Science*, **2005**, 51, 1777-1790	3.9	79
56	Comonotonic independence: The critical test between classical and rank-dependent utility theories. *Journal of Risk and Uncertainty*, **1994**, 9, 195-230	3.1	79
55	Our future in the Anthropocene biosphere. *Ambio*, **2021**, 50, 834-869	6.5	78
54	Culture and Judgment and Decision Making: The Constructivist Turn. *Perspectives on Psychological Science*, **2010**, 5, 410-9	9.8	77
53	Sound credit scores and financial decisions despite cognitive aging. *Proceedings of the National Academy of Sciences of the United States of America*, **2015**, 112, 65-9	11.5	72
52	Perceptions and communication strategies for the many uncertainties relevant for climate policy. *Wiley Interdisciplinary Reviews: Climate Change*, **2014**, 5, 219-232	8.4	66
51	Reducing Carbon-Based Energy Consumption through Changes in Household Behavior. *Daedalus*, **2013**, 142, 78-89	2	63
50	The influence of anticipated pride and guilt on pro-environmental decision making. *PLoS ONE*, **2017** , 12, e0188781	3.7	63
49	From individual preference construction to group decisions: Framing effects and group processes. *Organizational Behavior and Human Decision Processes*, **2009**, 108, 242-255	4	58
48	Axiomatic measures of perceived risk: Some tests and extensions. *Journal of Behavioral Decision Making*, **1989**, 2, 113-131	2.4	57
47	A theory of perceived risk and attractiveness. *Organizational Behavior and Human Decision Processes*, **1992**, 52, 492-523	4	55
46	Community trust reduces myopic decisions of low-income individuals. *Proceedings of the National Academy of Sciences of the United States of America*, **2017**, 114, 5401-5406	11.5	53
45	Domain-specificity and gender differences in decision making. *Risk, Decision and Policy*, **2001**, 6, 47-69		53

44	Good or Bad, We Want it Now: Fixed-cost Present Bias for Gains and Losses Explains Magnitude Asymmetries in Intertemporal Choice. *Journal of Behavioral Decision Making*, **2013**, 26, 348-361	2.4	52
43	Statements about climate researchers carbon footprints affect their credibility and the impact of their advice. *Climatic Change*, **2016**, 138, 325-338	4.5	51
42	How Do I Choose Thee? Let me Count the Ways A Textual Analysis of Similarities and Differences in Modes of Decision-making in China and the United States. *Management and Organization Review*, **2005**, 1, 87-118	2.2	50
41	Correcting expected utility for comparisons between alternative outcomes: A unified parameterization of regret and disappointment. *Journal of Risk and Uncertainty*, **2008**, 36, 1-17	3.1	49
40	DOSPERT's Gambling Risk-Taking Propensity Scale Predicts Excessive Stock Trading. *Journal of Behavioral Finance*, **2013**, 14, 65-78	1.9	48
39	A descriptive measure of risk. *Acta Psychologica*, **1988**, 69, 185-203	1.7	46
38	Risk attitude and preference. *Wiley Interdisciplinary Reviews: Cognitive Science*, **2010**, 1, 79-88	4.5	44
37	Reasons for Rank-Dependent Utility Evaluation. *Journal of Risk and Uncertainty*, **1997**, 14, 41-61	3.1	40
36	Effects of game-like interactive graphics on risk perceptions and decisions. *Medical Decision Making*, **2011**, 31, 130-42	2.5	38
35	Stewardship of global collective behavior. *Proceedings of the National Academy of Sciences of the United States of America*, **2021**, 118,	11.5	38
34	Asymmetric discounting of gains and losses: A query theory account. *Journal of Risk and Uncertainty* , **2011**, 43, 107-126	3.1	36
33	Aiding Decision Making to Reduce the Impacts of Climate Change. *Journal of Consumer Policy*, **2014**, 37, 397-411	2.4	34
32	Mind-reading in strategic interaction: The impact of perceived similarity on projection and stereotyping. *Organizational Behavior and Human Decision Processes*, **2012**, 117, 96-110	4	33
31	Climate change communicators carbon footprints affect their audiences policy support. *Climatic Change*, **2019**, 154, 529-545	4.5	30
30	COP21 climate negotiators responses to climate model forecasts. *Nature Climate Change*, **2017**, 7, 185-190	21.4	29
29	Behavioral science tools to strengthen energy & environmental policy. *Behavioral Science and Policy* , **2017**, 3, 68-79	2.8	27
28	Translated Attributes as Choice Architecture: Aligning Objectives and Choices Through Decision Signposts. *Management Science*, **2018**, 64, 2445-2459	3.9	26
27	Culture versus cognition is a false dilemma. *Nature Climate Change*, **2017**, 7, 457-457	21.4	22

26	Value of perfect ENSO phase predictions for agriculture: evaluating the impact of land tenure and decision objectives. *Climatic Change*, **2009**, 97, 145-170	4.5	22
25	Using Framing Effects to Inform More Sustainable Infrastructure Design Decisions. *Journal of Construction Engineering and Management - ASCE*, **2016**, 142, 04016037	4.2	21
24	Beyond rationality in engineering design for sustainability. *Nature Sustainability*, **2018**, 1, 225-233	22.1	20
23	The role of perceived effectiveness on the acceptability of choice architecture. *Behavioural Public Policy*, **2020**, 4, 50-70	2.7	18
22	Providing descriptive norms during engineering design can encourage more sustainable infrastructure. *Sustainable Cities and Society*, **2018**, 40, 182-188	10.1	11
21	WTO must ban harmful fisheries subsidies. *Science*, **2021**, 374, 544	33.3	11
20	Impatience and Savoring vs. Dread: Asymmetries in Anticipation Explain Consumer Time Preferences for Positive vs. Negative Events. *Journal of Consumer Psychology*, **2020**, 30, 598-613	3.1	11
19	Examining charitable giving in real-world online donations. *Nature Communications*, **2019**, 10, 3968	17.4	10
18	Segregation and clustering of preferences erode socially beneficial coordination. *Proceedings of the National Academy of Sciences of the United States of America*, **2021**, 118,	11.5	10
17	Catch me if I fall: Cross-national differences in willingness to take financial risks as a function of social and state cushioning. *International Business Review*, **2017**, 26, 1023-1033	6.2	9
16	The impact of institutions on the decision how to decide. *Journal of Institutional Economics*, **2007**, 3, 323-349	1.9	8
15	Perception Matters: The Pitfalls of Misperceiving Psychological Barriers to Climate Policy. *Perspectives on Psychological Science*, **2018**, 13, 508-511	9.8	7
14	Confidence judgments as expressions of experienced decision conflict. *Risk, Decision and Policy*, **2000**, 5, 69-100		6
13	Moderating spillover: Focusing on personal sustainable behavior rarely hinders and can boost climate policy support. *Energy Research and Social Science*, **2021**, 78, 102150	7.7	6
12	Global climate marches sharply raise attention to climate change: Analysis of climate search behavior in 46 countries. *Journal of Environmental Psychology*, **2021**, 75, 101596	6.7	5
11	Decision-making under the deep uncertainty of climate change: The psychological and political agency of narratives. *Current Opinion in Psychology*, **2021**, 42, 151-159	6.2	4
10	Seeing Is Believing: Understanding & Aiding Human Responses to Global Climate Change. *Daedalus*, **2020**, 149, 139-150	2	4
9	The source is the message: the impact of institutional signals on climate change-related norm perceptions and behaviors. *Climatic Change*, **2021**, 166, 1	4.5	4

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8	Reducing Discrimination and Fostering Prosociality Towards Ex-Prisoners in Nigeria and the United States. *Journal of Social Issues*, **2020**, 76, 172-199	3.2	4
7	Governance in the Face of Extreme Events: Lessons from Evolutionary Processes for Structuring Interventions, and the Need to Go Beyond. *Ecosystems*, **2021**, 1-15	3.9	3
6	Earth stewardship: Shaping a sustainable future through interacting policy and norm shifts.. *Ambio*, **2022**, 1	6.5	2
5	Governing sustainable transformations of urban social-ecological-technological systems. *Npj Urban Sustainability*, **2022**, 2,		2
4	How we decide shapes what we choose: decision modes track consumer decisions that help decarbonize electricity generation. *Theory and Decision*, **2022**, 92, 731	0.8	1
3	Framing to reduce present bias in infrastructure design intentions.. *IScience*, **2022**, 25, 103954	6.1	0
2	Meta-theory rather than method fascism. *Behavioral and Brain Sciences*, **2001**, 24, 430-431	0.9	
1	Pictures Matter: How Images of Projected Sea-Level Rise Shape Long-Term Sustainable Design Decisions for Infrastructure Systems. *Sustainability*, **2022**, 14, 3007	3.6	