

John A List

List of Publications by Citations

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The third column is the impact factor (IF) of the journal, and the fourth column is the number of citations of the article.

316
papers

21,866
citations

72
h-index

143
g-index

364
ext. papers

26,925
ext. citations

4.7
avg, IF

7.62
L-index

#	Paper	IF	Citations
316	What Do Laboratory Experiments Measuring Social Preferences Reveal About the Real World?. <i>Journal of Economic Perspectives</i> , 2007 , 21, 153-174	9.9	1545
315	Field Experiments. <i>Journal of Economic Literature</i> , 2004 , 42, 1009-1055	9.1	1531
314	Redefine statistical significance. <i>Nature Human Behaviour</i> , 2018 , 2, 6-10	12.8	1168
313	Does Market Experience Eliminate Market Anomalies?. <i>Quarterly Journal of Economics</i> , 2003 , 118, 41-71	15.1	716
312	What Experimental Protocol Influence Disparities Between Actual and Hypothetical Stated Values?. <i>Environmental and Resource Economics</i> , 2001 , 20, 241-254	4.4	553
311	Testing for altruism and social pressure in charitable giving. <i>Quarterly Journal of Economics</i> , 2012 , 127, 1-56	15.1	520
310	On the Interpretation of Giving in Dictator Games. <i>Journal of Political Economy</i> , 2007 , 115, 482-493	8.6	512
309	Gender Differences in Competition: Evidence From a Matrilineal and a Patriarchal Society. <i>Econometrica</i> , 2009 , 77, 1637-1664	4.9	468
308	Neoclassical Theory Versus Prospect Theory: Evidence from the Marketplace. <i>Econometrica</i> , 2004 , 72, 615-625	4.9	462
307	Putting Behavioral Economics to Work: Testing for Gift Exchange in Labor Markets Using Field Experiments. <i>Econometrica</i> , 2006 , 74, 1365-1384	4.9	394
306	The Hidden Costs and Returns of Incentives—Trust and Trustworthiness among Ceos. <i>Journal of the European Economic Association</i> , 2004 , 2, 743-771	3.3	361
305	Do Professional Traders Exhibit Myopic Loss Aversion? An Experimental Analysis. <i>Journal of Finance</i> , 2005 , 60, 523-534	6.4	342
304	The environmental Kuznets curve: does one size fit all?. <i>Ecological Economics</i> , 1999 , 31, 409-423	5.6	302
303	Does Price Matter in Charitable Giving? Evidence from a Large-Scale Natural Field Experiment. <i>American Economic Review</i> , 2007 , 97, 1774-1793	9.7	301
302	The Effects of Seed Money and Refunds on Charitable Giving: Experimental Evidence from a University Capital Campaign. <i>Journal of Political Economy</i> , 2002 , 110, 215-233	8.6	297
301	Field experiments in economics: The past, the present, and the future. <i>European Economic Review</i> , 2009 , 53, 1-18	1.9	296
300	Gender differences in revealed risk taking: evidence from mutual fund investors. <i>Economics Letters</i> , 2002 , 76, 151-158	1.3	287

299	Do Explicit Warnings Eliminate the Hypothetical Bias in Elicitation Procedures? Evidence from Field Auctions for Sportscards. <i>American Economic Review</i> , 2001 , 91, 1498-1507	9.7	282
298	Cigarette demand: a meta-analysis of elasticities. <i>Health Economics (United Kingdom)</i> , 2003 , 12, 821-35	2.4	275
297	The Effects of Environmental Regulations on Foreign Direct Investment. <i>Journal of Environmental Economics and Management</i> , 2000 , 40, 1-20	5.3	269
296	The behavioralist as tax collector: Using natural field experiments to enhance tax compliance. <i>Journal of Public Economics</i> , 2017 , 148, 14-31	7	263
295	Are CO2 Emission Levels Converging Among Industrial Countries?. <i>Environmental and Resource Economics</i> , 2003 , 24, 263-271	4.4	259
294	Trade liberalization, corruption, and environmental policy formation: theory and evidence. <i>Journal of Environmental Economics and Management</i> , 2003 , 46, 490-512	5.3	256
293	The Environmental Kuznets Curve: Real Progress or Misspecified Models?. <i>Review of Economics and Statistics</i> , 2003 , 85, 1038-1047	3.7	229
292	Effects of Environmental Regulations on Manufacturing Plant Births: Evidence from a Propensity Score Matching Estimator. <i>Review of Economics and Statistics</i> , 2003 , 85, 944-952	3.7	206
291	The Behavioralist Visits the Factory: Increasing Productivity Using Simple Framing Manipulations. <i>Management Science</i> , 2012 , 58, 2151-2167	3.9	194
290	Viewpoint: On the generalizability of lab behaviour to the field. <i>Canadian Journal of Economics</i> , 2007 , 40, 347-370	1	168
289	The Uncertainty Effect: When a Risky Prospect is Valued Less than its Worst Possible Outcome. <i>Quarterly Journal of Economics</i> , 2006 , 121, 1283-1309	15.1	167
288	Do Competitive Workplaces Deter Female Workers? A Large-Scale Natural Field Experiment on Job Entry Decisions. <i>Review of Economic Studies</i> , 2015 , 82, 122-155	5.6	163
287	Environmental Regulations and New Plant Location Decisions: Evidence from a Meta-Analysis. <i>Journal of Regional Science</i> , 2002 , 42, 19-49	1.8	159
286	Bureaucratic corruption, environmental policy and inbound US FDI: theory and evidence. <i>Journal of Public Economics</i> , 2003 , 87, 1407-1430	7	159
285	Demand Reduction in Multiunit Auctions: Evidence from a Sportscard Field Experiment. <i>American Economic Review</i> , 2000 , 90, 961-972	9.7	159
284	The Market for Charitable Giving. <i>Journal of Economic Perspectives</i> , 2011 , 25, 157-180	9.9	158
283	A random nth-price auction. <i>Journal of Economic Behavior and Organization</i> , 2001 , 46, 409-421	1.6	156
282	One Swallow Doesn't Make a Summer: New Evidence on Anchoring Effects. <i>American Economic Review</i> , 2014 , 104, 277-290	9.7	154

281	Naturally Occurring Preferences and Exogenous Laboratory Experiments: A Case Study of Risk Aversion. <i>Econometrica</i> , 2007 , 75, 433-458	4.9	147
280	Why Economists Should Conduct Field Experiments and 14 Tips for Pulling One Off. <i>Journal of Economic Perspectives</i> , 2011 , 25, 3-16	9.9	146
279	Was There Really a Hawthorne Effect at the Hawthorne Plant? An Analysis of the Original Illumination Experiments. <i>American Economic Journal: Applied Economics</i> , 2011 , 3, 224-238	5.1	144
278	Gender, Competitiveness, and Socialization at a Young Age: Evidence From a Matrilineal and a Patriarchal Society. <i>Review of Economics and Statistics</i> , 2013 , 95, 1438-1443	3.7	140
277	Information Cascades: Evidence from a Field Experiment with Financial Market Professionals. <i>Journal of Finance</i> , 2007 , 62, 151-180	6.4	138
276	How Elections Matter: Theory and Evidence from Environmental Policy*. <i>Quarterly Journal of Economics</i> , 2006 , 121, 1249-1281	15.1	138
275	Stakes Matter in Ultimatum Games. <i>American Economic Review</i> , 2011 , 101, 3427-3439	9.7	134
274	The effect of varying the causes of environmental problems on stated WTP values: evidence from a field study. <i>Journal of Environmental Economics and Management</i> , 2005 , 49, 330-342	5.3	133
273	Consumers' misunderstanding of health insurance. <i>Journal of Health Economics</i> , 2013 , 32, 850-62	3.5	130
272	The Behaviorist Goes to School: Leveraging Behavioral Economics to Improve Educational Performance. <i>American Economic Journal: Economic Policy</i> , 2016 , 8, 183-219	4.2	120
271	Calibration of the difference between actual and hypothetical valuations in a field experiment. <i>Journal of Economic Behavior and Organization</i> , 1998 , 37, 193-205	1.6	120
270	Young, Selfish and Male: Field Evidence of Social Preferences. <i>Economic Journal</i> , 2004 , 114, 121-149	2.9	119
269	Voting to Tell Others. <i>Review of Economic Studies</i> , 2017 , 84, 143-181	5.6	118
268	Examining the Role of Social Isolation on Stated Preferences. <i>American Economic Review</i> , 2004 , 94, 741-752	9.7	117
267	Economics. Homo economicus evolves. <i>Science</i> , 2008 , 319, 909-10	33.3	113
266	So you want to run an experiment, now what? Some simple rules of thumb for optimal experimental design. <i>Experimental Economics</i> , 2011 , 14, 439-457	2.1	112
265	Do Women Avoid Salary Negotiations? Evidence from a Large-Scale Natural Field Experiment. <i>Management Science</i> , 2015 , 61, 2016-2024	3.9	109
264	Preference Reversals of a Different Kind: The More Is Less Phenomenon. <i>American Economic Review</i> , 2002 , 92, 1636-1643	9.7	109

263	Auction mechanisms and the measurement of WTP and WTA. <i>Resources and Energy Economics</i> , 2001 , 23, 97-109	3.2	107
262	The Effects of Environmental Regulation on the Competitiveness of U.S. Manufacturing 2012 ,		106
261	Toward an Understanding of Learning by Doing: Evidence from an Automobile Assembly Plant. <i>Journal of Political Economy</i> , 2013 , 121, 643-681	8.6	101
260	Enhancing the Efficacy of Teacher Incentives through Loss Aversion: A Field Experiment 2012 ,		101
259	Price Information and Bidding Behavior in Repeated Second-Price Auctions. <i>American Journal of Agricultural Economics</i> , 1999 , 81, 942-949	3.1	99
258	Non-renewable resource prices: Deterministic or stochastic trends?. <i>Journal of Environmental Economics and Management</i> , 2006 , 51, 354-370	5.3	98
257	Consequentiality: A Theoretical and Experimental Exploration of a Single Binary Choice. <i>Journal of the Association of Environmental and Resource Economists</i> , 2014 , 1, 171-207	2.1	97
256	Matching and challenge gifts to charity: evidence from laboratory and natural field experiments. <i>Experimental Economics</i> , 2008 , 11, 253-267	2.1	93
255	Multiple hypothesis testing in experimental economics. <i>Experimental Economics</i> , 2019 , 22, 773-793	2.1	92
254	The behavioralist as nutritionist: leveraging behavioral economics to improve child food choice and consumption. <i>Journal of Health Economics</i> , 2015 , 39, 135-46	3.5	85
253	Regulatory Federalism and Environmental Protection in the United States. <i>Journal of Regional Science</i> , 2000 , 40, 453-471	1.8	84
252	Have Air Pollutant Emissions Converged among U. S. Regions? Evidence from Unit Root Tests. <i>Southern Economic Journal</i> , 1999 , 66, 144	1	84
251	Is a Donor in Hand Better than Two in the Bush? Evidence from a Natural Field Experiment. <i>American Economic Review</i> , 2010 , 100, 958-983	9.7	82
250	Do The Effects of Social Nudges Persist? Theory and Evidence from 38 Natural Field Experiments 2017 ,		81
249	Using Ex Ante Approaches to Obtain Credible Signals for Value in Contingent Markets: Evidence from the Field. <i>American Journal of Agricultural Economics</i> , 2007 , 89, 420-429	3.1	81
248	Small matches and charitable giving: Evidence from a natural field experiment. <i>Journal of Public Economics</i> , 2011 , 95, 344-350	7	80
247	US county-level determinants of inbound FDI: evidence from a two-step modified count data model. <i>International Journal of Industrial Organization</i> , 2001 , 19, 953-973	1.4	80
246	Checkmate: Exploring Backward Induction among Chess Players. <i>American Economic Review</i> , 2011 , 101, 975-990	9.7	78

245	Does Market Experience Eliminate Market Anomalies? The Case of Exogenous Market Experience. <i>American Economic Review</i> , 2011 , 101, 313-317	9.7	74
244	Nurture affects gender differences in spatial abilities. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2011 , 108, 14786-8	11.5	68
243	Multiple Hypothesis Testing in Experimental Economics 2016 ,		67
242	Putting a value on injuries to natural assets: The BP oil spill. <i>Science</i> , 2017 , 356, 253-254	33.3	65
241	Social Preferences: Some Thoughts from the Field. <i>Annual Review of Economics</i> , 2009 , 1, 563-579	5	65
240	Effects of environmental regulation on foreign and domestic plant births: is there a home field advantage?. <i>Journal of Urban Economics</i> , 2004 , 56, 303-326	4.1	65
239	The Case of the Missing Pollution Haven Hypothesis. <i>Journal of Regulatory Economics</i> , 2004 , 26, 239-262	1.3	62
238	USING LOTTERIES TO FINANCE PUBLIC GOODS: THEORY AND EXPERIMENTAL EVIDENCE*. <i>International Economic Review</i> , 2007 , 48, 901-927	1.2	61
237	Have Air Pollutant Emissions Converged Among U.S. Regions? Evidence from Unit Root Tests. <i>Southern Economic Journal</i> , 1999 , 66, 144-155	1	61
236	The Effect of Performance-Based Incentives on Educational Achievement: Evidence from a Randomized Experiment 2016 ,		58
235	Examining the role of fairness in high stakes allocation decisions. <i>Journal of Economic Behavior and Organization</i> , 2008 , 65, 1-8	1.6	57
234	Calibration of Willingness-to-Accept. <i>Journal of Environmental Economics and Management</i> , 2002 , 43, 219-233	5.3	54
233	Rise and fall of competitiveness in individualistic and collectivistic societies. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2013 , 110, 9305-8	11.5	53
232	Aggregation bias in the economic model of crime. <i>Economics Letters</i> , 2002 , 75, 81-86	1.3	52
231	Learning to Accept in Ultimatum Games: Evidence from an Experimental Design that Generates Low Offers. <i>Experimental Economics</i> , 2000 , 3, 11-29	2.1	52
230	Preference Learning in Consecutive Experimental Auctions. <i>American Journal of Agricultural Economics</i> , 2000 , 82, 1016-1021	3.1	52
229	Dishonesty: From parents to children. <i>European Economic Review</i> , 2016 , 82, 242-254	1.9	51
228	IS THE ENDOWMENT EFFECT AN EXPECTATIONS EFFECT?. <i>Journal of the European Economic Association</i> , 2014 , 12, 1396-1422	3.3	50

227	What Happens in the Field Stays in the Field: Exploring Whether Professionals Play Minimax in Laboratory Experiments. <i>Econometrica</i> , 2010 , 78, 1413-1434	4.9	50
226	Friend or Foe? A Natural Experiment of the Prisoner's Dilemma. <i>Review of Economics and Statistics</i> , 2006 , 88, 463-471	3.7	50
225	Do Women Supply More Public Goods than Men? Preliminary Experimental Evidence from Matrilineal and Patriarchal Societies. <i>American Economic Review</i> , 2008 , 98, 376-381	9.7	49
224	The Gender Earnings Gap in the Gig Economy: Evidence from over a Million Rideshare Drivers 2018 ,		49
223	Exploring whether behavior in context-free experiments is predictive of behavior in the field: Evidence from lab and field experiments in rural Sierra Leone. <i>Economics Letters</i> , 2012 , 114, 308-311	1.3	48
222	Testing for Altruism and Social Pressure in Charitable Giving 2009 ,		48
221	The Behavioralist As Tax Collector: Using Natural Field Experiments to Enhance Tax Compliance 2014 ,		47
220	The role of social connections in charitable fundraising: Evidence from a natural field experiment. <i>Journal of Economic Behavior and Organization</i> , 2009 , 69, 160-169	1.6	47
219	Toward an understanding of why suggestions work in charitable fundraising: Theory and evidence from a natural field experiment. <i>Journal of Public Economics</i> , 2014 , 114, 1-13	7	46
218	A simple test of expected utility theory using professional traders. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2005 , 102, 945-8	11.5	46
217	REGULATORY FEDERALISM AND THE DISTRIBUTION OF AIR POLLUTANT EMISSIONS*. <i>Journal of Regional Science</i> , 2007 , 47, 155-178	1.8	45
216	Shadow prices, environmental stringency, and international competitiveness. <i>European Economic Review</i> , 2006 , 50, 1151-1167	1.9	45
215	The Kuznets Curve: What Happens After the Inverted-U?. <i>Review of Development Economics</i> , 1999 , 3, 200-206	1.1	42
214	The curious relation between theory of mind and sharing in preschool age children. <i>PLoS ONE</i> , 2015 , 10, e0117947	3.7	41
213	Field Experiments in Labor Economics. <i>Handbook of Labour Economics</i> , 2011 , 103-228		41
212	DEMAND REDUCTION IN MULTI-UNIT AUCTIONS WITH VARYING NUMBERS OF BIDDERS: THEORY AND EVIDENCE FROM A FIELD EXPERIMENT*. <i>International Economic Review</i> , 2006 , 47, 203-231	1.2	41
211	The Importance of Being Marginal: Gender Differences in Generosity. <i>American Economic Review</i> , 2013 , 103, 586-590	9.7	40
210	Chasing the smokestack: strategic policymaking with multiple instruments. <i>Regional Science and Urban Economics</i> , 2004 , 34, 387-410	2.2	38

209	Do Competitive Work Places Deter Female Workers? A Large-Scale Natural Field Experiment on Gender Differences in Job-Entry Decisions 2010 ,		37
208	Ode to the Sea: Workplace Organizations and Norms of Cooperation. <i>Economic Journal</i> , 2016 , 126, 1856-1883		36
207	Toward an Understanding of Why People Discriminate: Evidence from a Series of Natural Field Experiments 2012 ,		36
206	Principles of (Behavioral) Economics. <i>American Economic Review</i> , 2015 , 105, 385-390	9.7	35
205	Rebate rules in threshold public good provision. <i>Journal of Public Economics</i> , 2009 , 93, 798-806	7	35
204	Naturally Occurring Markets and Exogenous Laboratory Experiments: A Case Study of The Winner's Curse. <i>Economic Journal</i> , 2008 , 118, 822-843	2.9	35
203	BIDDING BEHAVIOR AND DECISION COSTS IN FIELD EXPERIMENTS. <i>Economic Inquiry</i> , 2002 , 40, 611-619	1.5	35
202	What Can We Learn from Experiments? Understanding the Threats to the Scalability of Experimental Results. <i>American Economic Review</i> , 2017 , 107, 282-286	9.7	34
201	Exploring the Impact of Financial Incentives on Stereotype Threat: Evidence from a Pilot Study. <i>American Economic Review</i> , 2008 , 98, 370-375	9.7	34
200	Laboratory Testbeds and Non-Market Valuation: The Case of Bidding Behavior in a Second-Price Auction with an Outside Option. <i>Environmental and Resource Economics</i> , 2004 , 29, 285-294	4.4	34
199	Scaling for Economists: Lessons from the Non-Adherence Problem in the Medical Literature. <i>Journal of Economic Perspectives</i> , 2017 , 31, 125-44	9.9	33
198	Using Choice Experiments to Value Non-Market Goods and Services: Evidence from Field Experiments. <i>B E Journal of Economic Analysis and Policy</i> , 2007 , 6,	0.7	33
197	Parental Incentives and Early Childhood Achievement: A Field Experiment in Chicago Heights 2015 ,		32
196	Measuring the effects of air quality regulations on "dirty" firm births: Evidence from the neo- and mature-regulatory periods. <i>Papers in Regional Science</i> , 2000 , 79, 177-190	1.8	32
195	To Replicate or Not to Replicate? Exploring Reproducibility in Economics through the Lens of a Model and a Pilot Study. <i>Economic Journal</i> , 2017 , 127, F209-F235	2.9	31
194	Using Random nth Price Auctions to Value Non-Market Goods and Services. <i>Journal of Regulatory Economics</i> , 2003 , 23, 193-205	1.3	31
193	Toward an Understanding of Corporate Social Responsibility: Theory and Field Experimental Evidence 2019 ,		29
192	Digging into Background Risk: Experiments with Farmers and Students. <i>American Journal of Agricultural Economics</i> , 2012 , 94, 457-463	3.1	29

191	The Behavioralist Goes to School: Leveraging Behavioral Economics to Improve Educational Performance 2012 ,		29
190	The Use of Field Experiments in Environmental and Resource Economics. <i>Review of Environmental Economics and Policy</i> , 2016 , 10, 206-225	6	28
189	Testing for crowd out in social nudges: Evidence from a natural field experiment in the market for electricity. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2019 , 116, 5293-5298	11.5	28
188	The impact of challenge gifts on charitable giving: an experimental investigation. <i>Economics Letters</i> , 2003 , 79, 153-159	1.3	28
187	Examining Trends of Criteria Air Pollutants: Are the Effects of Governmental Intervention Transitory?. <i>Environmental and Resource Economics</i> , 2004 , 29, 21-37	4.4	27
186	Predicting and Preventing Shootings among At-Risk Youth. <i>American Economic Review</i> , 2011 , 101, 288-297	2.7	25
185	Using Field Experiments in Accounting and Finance. <i>Journal of Accounting Research</i> , 2016 , 54, 437-475	3.4	24
184	Equity Aversion: Social Norms and the Desire to be Ahead. <i>American Economic Journal: Microeconomics</i> , 2012 , 4, 131-144	1.4	24
183	Introduction to field experiments in economics with applications to the economics of charity. <i>Experimental Economics</i> , 2008 , 11, 203-212	2.1	24
182	Investigating Risky Choices Over Losses Using Experimental Data. <i>Journal of Risk and Uncertainty</i> , 2005 , 31, 187-215	3.1	23
181	Learned generosity? An artefactual field experiment with parents and their children. <i>Journal of Economic Behavior and Organization</i> , 2017 , 143, 28-44	1.6	22
180	Equalizing Superstars: The Internet and the Democratization of Education. <i>American Economic Review</i> , 2014 , 104, 523-527	9.7	22
179	Are CEOs expected utility maximizers?. <i>Journal of Econometrics</i> , 2011 , 162, 114-123	2.6	22
178	. <i>American Journal of Agricultural Economics</i> , 2004 , 86, 213-221	3.1	22
177	FIELD EXPERIMENTS ON THE ANCHORING OF ECONOMIC VALUATIONS. <i>Economic Inquiry</i> , 2015 , 53, 1522-1538	1.5	21
176	The test-retest reliability of the latent construct of executive function depends on whether tasks are represented as formative or reflective indicators. <i>Child Neuropsychology</i> , 2017 , 23, 822-837	2.7	21
175	Field Experiments: A Bridge between Lab and Naturally Occurring Data. <i>B E Journal of Economic Analysis and Policy</i> , 2007 , 6,	0.7	21
174	Carrots That Look Like Sticks: Toward an Understanding of Multitasking Incentive Schemes. <i>Southern Economic Journal</i> , 2014 , 81, 140212121118009	1	20

173	Do Natural Field Experiments Afford Researchers More or Less Control than Laboratory Experiments?. <i>American Economic Review</i> , 2015 , 105, 462-466	9.7	20
172	An introduction to field experiments in economics. <i>Journal of Economic Behavior and Organization</i> , 2009 , 70, 439-442	1.6	20
171	Gender Differences in Competition: Evidence from a Matrilineal and a Patriarchal Society 2008 ,		20
170	Empirical implementation of nonparametric first-price auction models. <i>Journal of Econometrics</i> , 2012 , 168, 17-28	2.6	19
169	Exploring the origins of charitable acts: Evidence from an artefactual field experiment with young children. <i>Economics Letters</i> , 2013 , 118, 431-434	1.3	19
168	Framing manipulations in contests: A natural field experiment. <i>Journal of Economic Behavior and Organization</i> , 2015 , 118, 372-382	1.6	19
167	Field Experiments in Economics: The Past, The Present, and The Future 2008 ,		19
166	A Natural Experiment on the Race to the Bottom Hypothesis: Testing for Stochastic Dominance in Temporal Pollution Trends*. <i>Oxford Bulletin of Economics and Statistics</i> , 2003 , 65, 395-420	2.5	19
165	Substitutability, experience, and the value disparity: evidence from the marketplace. <i>Journal of Environmental Economics and Management</i> , 2004 , 47, 486-509	5.3	19
164	Non est Disputandum de Generalizability? A Glimpse into The External Validity Trial 2020 ,		19
163	The Dozen Things Experimental Economists Should Do (More of). <i>Southern Economic Journal</i> , 2019 , 86, 371-432	1	18
162	Investment Under Uncertainty: Testing the Options Model with Professional Traders. <i>Review of Economics and Statistics</i> , 2010 , 92, 974-984	3.7	18
161	Economics. Homo experimentalis Evolves. <i>Science</i> , 2008 , 321, 207-8	33.3	18
160	Learning to Accept in Ultimatum Games: Evidence from an Experimental Design that Generates Low Offers 2000 , 3, 11		18
159	The Impact of Management Practices on Employee Productivity: A Field Experiment with Airline Captains. <i>Journal of Political Economy</i> , 2020 , 128, 1195-1233	8.6	18
158	On the cultural basis of gender differences in negotiation. <i>Experimental Economics</i> , 2018 , 21, 757-778	2.1	17
157	Can Field Experiments Return Agricultural Economics to the Glory Days?. <i>American Journal of Agricultural Economics</i> , 2009 , 91, 1259-1265	3.1	17
156	Using Artefactual Field Experiments to Learn about the Incentives for Sustainable Forest Use in Developing Economies. <i>American Economic Review</i> , 2011 , 101, 329-333	9.7	17

155	Was there Really a Hawthorne Effect at the Hawthorne Plant? An Analysis of the Original Illumination Experiments 2009 ,		17
154	A fundraising mechanism inspired by historical tontines: Theory and experimental evidence. <i>Journal of Public Economics</i> , 2007 , 91, 1750-1782	7	17
153	The Effect of Early Childhood Education on Social Preferences. <i>Journal of Political Economy</i> , 2020 , 128, 2739-2758	8.6	17
152	Gender, age, and competition: A disappearing gap?. <i>Journal of Economic Behavior and Organization</i> , 2018 , 150, 256-276	1.6	16
151	Charitable donations are more responsive to stock market booms than busts. <i>Economics Letters</i> , 2011 , 110, 166-169	1.3	16
150	The Market: Catalyst for Rationality and Filter of Irrationality. <i>B E Journal of Economic Analysis and Policy</i> , 2008 , 8,	0.7	16
149	Estimating Social Preferences and Gift Exchange at Work 2016 ,		15
148	Voting to Tell Others 2014 ,		15
147	Auctions with resale when private values are uncertain: Evidence from the lab and field. <i>International Journal of Industrial Organization</i> , 2011 , 29, 54-64	1.4	15
146	Hypothetical-Actual bid calibration of a multigood auction. <i>Economics Letters</i> , 1998 , 60, 263-268	1.3	15
145	Beggar thy Neighbor: Testing for Free Riding in State-Level Endangered Species Expenditures. <i>Public Choice</i> , 2002 , 111, 303-315	1.4	15
144	Measuring Success in Education: The Role of Effort on the Test Itself. <i>American Economic Review Insights</i> , 2019 , 1, 291-308	2.3	15
143	Scientific Numerology, Preference Anomalies, and Environmental Policymaking. <i>Environmental and Resource Economics</i> , 2005 , 32, 35-53	4.4	14
142	When Corporate Social Responsibility Backfires: Evidence from a Natural Field Experiment. <i>Management Science</i> , 2021 , 67, 8-21	3.9	14
141	A DYNAMIC EXPLANATION OF THE WILLINGNESS TO PAY AND WILLINGNESS TO ACCEPT DISPARITY. <i>Economic Inquiry</i> , 2013 , 51, 909-921	1.5	13
140	The Behaviorist Visits the Factory: Increasing Productivity Using Simple Framing Manipulations 2009 ,		13
139	Putting Behavioral Economics to Work: Testing for Gift Exchange in Labor Markets Using Field Experiments 2006 ,		13
138	Intellectual Property Rights, Environmental Regulations, and Foreign Direct Investment. <i>Land Economics</i> , 2004 , 80, 153	1.6	13

137	On the Generalizability of Experimental Results in Economics 2015 , 420-462		13
136	The Gender Earnings Gap in the Gig Economy: Evidence from over a Million Rideshare Drivers. <i>Review of Economic Studies</i> , 2020 ,	5.6	12
135	A New Approach to an Age-Old Problem: Solving Externalities by Incenting Workers Directly 2016 ,		12
134	How to Make Experimental Economics Research More Reproducible: Lessons from Other Disciplines and a New Proposal. <i>Research in Experimental Economics</i> , 2015 , 215-230		12
133	Spatial aspects of pollution control when pollutants have synergistic effects: Evidence from a differential game with asymmetric information. <i>Annals of Regional Science</i> , 1999 , 33, 439-452	1.1	12
132	Theory of mind among disadvantaged children: Evidence from a field experiment. <i>Journal of Economic Behavior and Organization</i> , 2019 , 166, 174-194	1.6	11
131	The Science of Using Science: Towards an Understanding of the Threats to Scaling Experiments 2019 ,		11
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