

John A List

List of Publications by Year in Descending Order

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Version: 2024-04-28

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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	The Role of Open Science Practices in Scaling Evidence-Based Prevention Programs. <i>Prevention Science</i> , 2021, 1	4	0
315	WTO must ban harmful fisheries subsidies. <i>Science</i> , 2021, 374, 544	33.3	11
314	An experimental test of fundraising appeals targeting donor and recipient benefits. <i>Nature Human Behaviour</i> , 2021, 5, 1339-1348	12.8	1
313	Incentive spillovers in the workplace: Evidence from two field experiments. <i>Journal of Economic Behavior and Organization</i> , 2021, 184, 137-149	1.6	1
312	Do Financial Incentives Aimed at Decreasing household Inequality Increase household Inequality?. <i>Journal of Public Economics</i> , 2021, 196, 104382-104382	7	
311	When Corporate Social Responsibility Backfires: Evidence from a Natural Field Experiment. <i>Management Science</i> , 2021, 67, 8-21	3.9	14
310	A rejoinder: How can experiments play a greater role in public policy? Twelve proposals from an economic model of scaling. <i>Behavioural Public Policy</i> , 2021, 5, 125-134	2.7	
309	How can experiments play a greater role in public policy? Twelve proposals from an economic model of scaling. <i>Behavioural Public Policy</i> , 2021, 5, 2-49	2.7	6
308	Shifting parental beliefs about child development to foster parental investments and improve school readiness outcomes. <i>Nature Communications</i> , 2021, 12, 5765	17.4	2
307	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
306	Research Registries: Facts, Myths, and Possible Improvements 2020,		1
305	Toward an Understanding of the Welfare Effects of Nudges: Evidence from a Field Experiment in the Workplace. <i>Economic Journal</i> , 2020, 130, 2329-2353	2.9	5
304	On the Role of Group Size in Tournaments: Theory and Evidence from Laboratory and Field Experiments. <i>Management Science</i> , 2020, 66, 4359-4377	3.9	4
303	Market Design, Human Behavior, and Management 2020,		1
302	A New Mechanism to Alleviate the Crises of Confidence in Science-With An Application to the Public Goods Game 2020,		1
301	Fundraising design: key issues, unifying framework, and open puzzles. <i>Marketing Letters</i> , 2020, 31, 371-389		0
300	How can Bill and Melinda Gates increase other people's donations to fund public goods?. <i>Journal of Public Economics</i> , 2020, 191, 104296	7	8

299	Leveraging upfront payments to curb employee misbehavior: Evidence from a natural field experiment. <i>European Economic Review</i> , 2020 , 130, 103601	1.9	1
298	The \$100 Million Nudge: Increasing Tax Compliance of Businesses and the Self-Employed using a Natural Field Experiment 2020 ,		3
297	Non est Disputandum de Generalizability? A Glimpse into The External Validity Trial 2020 ,		19
296	2017 KLEIN LECTURE: THE SCIENCE OF USING SCIENCE: TOWARD AN UNDERSTANDING OF THE THREATS TO SCALABILITY. <i>International Economic Review</i> , 2020 , 61, 1387-1409	1.2	2
295	Market Design, Human Behavior, and Management. <i>Management Science</i> , 2020 ,	3.9	1
294	Got Milk? Using Nudges to Reduce Consumption of Added Sugar. <i>American Journal of Agricultural Economics</i> , 2020 , 102, 154-168	3.1	2
293	The Effect of Early Childhood Education on Social Preferences. <i>Journal of Political Economy</i> , 2020 , 128, 2739-2758	8.6	17
292	Risk Preferences of Children and Adolescents in Relation to Gender, Cognitive Skills, Soft Skills, and Executive Functions. <i>Journal of Economic Behavior and Organization</i> , 2020 , 179, 729-472	1.6	6
291	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
290	The Behaviorist Goes Door-To-Door: Understanding Household Technological Diffusion Using a Theory-Driven Natural Field Experiment 2019 ,		2
289	Toward an understanding of the development of time preferences: Evidence from field experiments. <i>Journal of Public Economics</i> , 2019 , 177,	7	7
288	The Dozen Things Experimental Economists Should Do (More of). <i>Southern Economic Journal</i> , 2019 , 86, 371-432	1	18
287	Toward an Understanding of Corporate Social Responsibility: Theory and Field Experimental Evidence 2019 ,		29
286	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
285	Multiple hypothesis testing in experimental economics. <i>Experimental Economics</i> , 2019 , 22, 773-793	2.1	92
284	The Dozen Things Experimental Economists Should Do (More of) 2019 ,		6
283	Behavior in Strategic Settings: Evidence from a Million Rock-Paper-Scissors Games. <i>Games</i> , 2019 , 10, 18	0.9	3
282	The Impact of Management Practices on Employee Productivity: A Field Experiment with Airline Captains 2019 ,		1

281	Toward an Understanding of the Economics of Apologies: Evidence from a Large-Scale Natural Field Experiment 2019 ,		10
280	Risk Preferences of Children and Adolescents in Relation to Gender, Cognitive Skills, Soft Skills, and Executive Functions 2019 ,		1
279	Toward an Understanding of the Development of Time Preferences: Evidence from Field Experiments 2019 ,		1
278	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
277	The Science of Using Science: Towards an Understanding of the Threats to Scaling Experiments 2019 ,		11
276	The Drivers of Social Preferences: Evidence from a Nationwide Tipping Field Experiment 2019 ,		4
275	Design and Analysis of Cluster-Randomized Field Experiments in Panel Data Settings 2019 ,		2
274	Do Appeals to Donor Benefits Raise More Money than Appeals to Recipient Benefits? Evidence from a Natural Field Experiment with Pick.Click.Give. 2019 ,		2
273	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
272	How natural field experiments have enhanced our understanding of unemployment. <i>Nature Human Behaviour</i> , 2019 , 3, 33-39	12.8	2
271	TESTING THE THEORY OF MULTITASKING: EVIDENCE FROM A NATURAL FIELD EXPERIMENT IN CHINESE FACTORIES. <i>International Economic Review</i> , 2018 , 59, 511-536	1.2	8
270	Combining behavioral economics and field experiments to reimagine early childhood education. <i>Behavioural Public Policy</i> , 2018 , 2, 1-21	2.7	9
269	On the cultural basis of gender differences in negotiation. <i>Experimental Economics</i> , 2018 , 21, 757-778	2.1	17
268	Redefine statistical significance. <i>Nature Human Behaviour</i> , 2018 , 2, 6-10	12.8	1168
267	Gender, age, and competition: A disappearing gap?. <i>Journal of Economic Behavior and Organization</i> , 2018 , 150, 256-276	1.6	16
266	Do financial incentives crowd out intrinsic motivation to perform on standardized tests?. <i>Economics of Education Review</i> , 2018 , 66, 125-136	1.9	7
265	Chief for a Day: Elite Capture and Management Performance in a Field Experiment in Sierra Leone. <i>Management Science</i> , 2018 , 64, 5855-5876	3.9	10
264	Do Equal Employment Opportunity Statements Backfire? Evidence From A Natural Field Experiment On Job-Entry Decisions 2018 ,		6

263	The Gender Earnings Gap in the Gig Economy: Evidence from over a Million Rideshare Drivers 2018 ,		49
262	A Field Experiment on the Impact of Incentives on Milk Choice in the Lunchroom. <i>Public Finance Review</i> , 2017 , 45, 44-67	0.4	8
261	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
260	Putting a value on injuries to natural assets: The BP oil spill. <i>Science</i> , 2017 , 356, 253-254	33.3	65
259	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
258	From personalized exchange towards anonymous trade: A field experiment on the workings of the invisible hand. <i>Journal of Economic Behavior and Organization</i> , 2017 , 133, 313-330	1.6	5
257	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
256	Do The Effects of Social Nudges Persist? Theory and Evidence from 38 Natural Field Experiments 2017 ,		81
255	Harnessing Policy Complementarities to Conserve Energy: Evidence from a Natural Field Experiment 2017 ,		7
254	Measuring Success in Education: The Role of Effort on the Test Itself 2017 ,		10
253	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
252	Contingent valuation: Flawed logic?-Response. <i>Science</i> , 2017 , 357, 363-364	33.3	5
251	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
250	Experimental Economics in the Journal of Political Economy. <i>Journal of Political Economy</i> , 2017 , 125, 1925-1930	8.6	2
249	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
248	Discrimination among pre-school children: Field experimental evidence. <i>Economics Letters</i> , 2017 , 157, 159-162	1.3	8
247	Voting to Tell Others. <i>Review of Economic Studies</i> , 2017 , 84, 143-181	5.6	118
246	An Economic Approach to Alleviate the Crises of Confidence in Science: With an Application to the Public Goods Game 2017 ,		4

245	When Corporate Social Responsibility Backfires: Theory and Evidence from a Natural Field Experiment 2017 ,		5
244	The Use of Field Experiments in Environmental and Resource Economics. <i>Review of Environmental Economics and Policy</i> , 2016 , 10, 206-225	6	28
243	The Behavioralist Goes to School: Leveraging Behavioral Economics to Improve Educational Performance. <i>American Economic Journal: Economic Policy</i> , 2016 , 8, 183-219	4.2	120
242	Estimating Social Preferences and Gift Exchange at Work 2016 ,		15
241	Moral Costs and Rational Choice: Theory and Experimental Evidence 2016 ,		9
240	Multiple Hypothesis Testing in Experimental Economics 2016 ,		67
239	A Glimpse into the World of High Capacity Givers: Experimental Evidence from a University Capital Campaign 2016 ,		3
238	Field Experiments in Markets 2016 ,		1
237	A New Approach to an Age-Old Problem: Solving Externalities by Incenting Workers Directly 2016 ,		12
236	The Effects of Wage Contracts on Workplace Misbehaviors: Evidence from a Call Center Natural Field Experiment 2016 ,		6
235	The Effect of Performance-Based Incentives on Educational Achievement: Evidence from a Randomized Experiment 2016 ,		58
234	Using Field Experiments in Accounting and Finance. <i>Journal of Accounting Research</i> , 2016 , 54, 437-475	3.4	24
233	Dishonesty: From parents to children. <i>European Economic Review</i> , 2016 , 82, 242-254	1.9	51
232	Ode to the Sea: Workplace Organizations and Norms of Cooperation. <i>Economic Journal</i> , 2016 , 126, 1856-1883		36
231	Can Myopic Loss Aversion Explain the Equity Premium Puzzle? Evidence from a Natural Field Experiment with Professional Traders 2016 ,		8
230	Quantity discounts on a virtual good: The results of a massive pricing experiment at King Digital Entertainment. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2016 , 113, 7323-8	11.5	9
229	The effects of group composition in a strategic environment: Evidence from a field experiment. <i>European Economic Review</i> , 2016 , 90, 67-85	1.9	2
228	Trading experience modulates anterior insula to reduce the endowment effect. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2016 , 113, 9238-43	11.5	11

227	Supply and Demand for Discrimination: Strategic Revelation of Own Characteristics in a Trust Game. <i>American Economic Review</i> , 2016 , 106, 319-323	9.7	8
226	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
225	Do Women Avoid Salary Negotiations? Evidence from a Large-Scale Natural Field Experiment. <i>Management Science</i> , 2015 , 61, 2016-2024	3.9	109
224	FIELD EXPERIMENTS ON THE ANCHORING OF ECONOMIC VALUATIONS. <i>Economic Inquiry</i> , 2015 , 53, 1522-1538	1.5	21
223	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
222	Principles of (Behavioral) Economics. <i>American Economic Review</i> , 2015 , 105, 385-390	9.7	35
221	Battle of the Sexes: How Sex Ratios Affect Female Bargaining Power. <i>Economic Development and Cultural Change</i> , 2015 , 64, 143-161	1.2	8
220	Framing manipulations in contests: A natural field experiment. <i>Journal of Economic Behavior and Organization</i> , 2015 , 118, 372-382	1.6	19
219	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
218	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
217	Estimating Individual Ambiguity Aversion: A Simple Approach 2015 ,		11
216	Parental Incentives and Early Childhood Achievement: A Field Experiment in Chicago Heights 2015 ,		32
215	Do Natural Field Experiments Afford Researchers More or Less Control than Laboratory Experiments? A Simple Model 2015 ,		1
214	On the Origins of Dishonesty: From Parents to Children 2015 ,		2
213	The Making of Homo Honoratus: From Omission to Commission 2015 ,		5
212	Learned Generosity? A Field Experiment with Parents and Their Children. <i>SSRN Electronic Journal</i> , 2015 ,	1	1
211	Incentives to Eat Healthy: Evidence from a Grocery Store Field Experiment. <i>SSRN Electronic Journal</i> , 2015 ,	1	5
210	The curious relation between theory of mind and sharing in preschool age children. <i>PLoS ONE</i> , 2015 , 10, e0117947	3.7	41

209	Markets for replication. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2015 , 112, 15267-8	11.5	1
208	On the Generalizability of Experimental Results in Economics 2015 , 420-462		13
207	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
206	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
205	Carrots That Look Like Sticks: Toward an Understanding of Multitasking Incentive Schemes. <i>Southern Economic Journal</i> , 2014 , 81, 140212121118009	1	20
204	Voting to Tell Others 2014 ,		15
203	On the Role of Group Size in Tournaments: Theory and Evidence from Lab and Field Experiments 2014 ,		10
202	The Behaviorist as Nutritionist: Leveraging Behavioral Economics To Improve Child Food Choice and Consumption 2014 ,		3
201	The Behaviorist As Tax Collector: Using Natural Field Experiments to Enhance Tax Compliance 2014 ,		47
200	Toward an Understanding of Reference-Dependent Labor Supply: Theory and Evidence from a Field Experiment 2014 ,		5
199	One Swallow Doesn't Make a Summer: New Evidence on Anchoring Effects. <i>American Economic Review</i> , 2014 , 104, 277-290	9.7	154
198	Using Field Experiments to Change the Template of How We Teach Economics. <i>Journal of Economic Education</i> , 2014 , 45, 81-89	0.8	4
197	Equalizing Superstars: The Internet and the Democratization of Education. <i>American Economic Review</i> , 2014 , 104, 523-527	9.7	22
196	IS THE ENDOWMENT EFFECT AN EXPECTATIONS EFFECT?. <i>Journal of the European Economic Association</i> , 2014 , 12, 1396-1422	3.3	50
195	A DYNAMIC EXPLANATION OF THE WILLINGNESS TO PAY AND WILLINGNESS TO ACCEPT DISPARITY. <i>Economic Inquiry</i> , 2013 , 51, 909-921	1.5	13
194	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
193	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
192	Consumers' misunderstanding of health insurance. <i>Journal of Health Economics</i> , 2013 , 32, 850-62	3.5	130

191	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
190	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
189	The Importance of Being Marginal: Gender Differences in Generosity. <i>American Economic Review</i> , 2013 , 103, 586-590	9.7	40
188	Using Field Experiments in Environmental and Resource Economics 2013 ,		5
187	Toward an Understanding of why Suggestions Work in Charitable Fundraising: Theory and Evidence from a Natural Field Experiment 2013 ,		3
186	On the Generalizability of Experimental Results in Economics: With A Response To Camerer 2013 ,		7
185	Testing the Theory of Multitasking: Evidence from a Natural Field Experiment in Chinese Factories 2013 ,		4
184	The Importance of Being Marginal: Gender Differences in Generosity 2013 ,		4
183	Handbook on Experimental Economics and the Environment 2013 ,		5
182	Empirical implementation of nonparametric first-price auction models. <i>Journal of Econometrics</i> , 2012 , 168, 17-28	2.6	19
181	Testing for altruism and social pressure in charitable giving. <i>Quarterly Journal of Economics</i> , 2012 , 127, 1-56	15.1	520
180	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
179	The Effects of Environmental Regulation on the Competitiveness of U.S. Manufacturing. <i>SSRN Electronic Journal</i> , 2012 ,	1	3
178	Digging into Background Risk: Experiments with Farmers and Students. <i>American Journal of Agricultural Economics</i> , 2012 , 94, 457-463	3.1	29
177	Mental attributes and temporal brain dynamics during bargaining: EEG source localization and neuroinformatic mapping. <i>Social Neuroscience</i> , 2012 , 7, 159-77	2	4
176	The Behavioralist Visits the Factory: Increasing Productivity Using Simple Framing Manipulations. <i>Management Science</i> , 2012 , 58, 2151-2167	3.9	194
175	The Behavioralist Goes to School: Leveraging Behavioral Economics to Improve Educational Performance 2012 ,		29
174	Enhancing the Efficacy of Teacher Incentives through Loss Aversion: A Field Experiment 2012 ,		101

173	Carrots that Look Like Sticks: Toward an Understanding of Multitasking Incentive Schemes 2012 ,		4
172	Toward an Understanding of Why People Discriminate: Evidence from a Series of Natural Field Experiments 2012 ,		36
171	How Can Bill and Melinda Gates Increase Other People's Donations to Fund Public Goods? 2012 ,		8
170	On the Generalizability of Experimental Results in Economics 2012 ,		8
169	The Effects of Environmental Regulation on the Competitiveness of U.S. Manufacturing 2012 ,		106
168	Equity Aversion: Social Norms and the Desire to be Ahead. <i>American Economic Journal: Microeconomics</i> , 2012 , 4, 131-144	1.4	24
167	Predicting and Preventing Shootings among At-Risk Youth. <i>American Economic Review</i> , 2011 , 101, 288-297	2.7	25
166	Charitable donations are more responsive to stock market booms than busts. <i>Economics Letters</i> , 2011 , 110, 166-169	1.3	16
165	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
164	The Effects of Environmental Regulation on the Competitiveness of U.S. Manufacturing. <i>SSRN Electronic Journal</i> , 2011 ,	1	5
163	Is the Endowment Effect a Reference Effect? 2011 ,		4
162	Does Market Experience Eliminate Market Anomalies? The Case of Exogenous Market Experience 2011 ,		3
161	Is There a 'Hidden Cost of Control' in Naturally-Occurring Markets? Evidence from a Natural Field Experiment 2011 ,		3
160	The Hidden Benefits of Control: Evidence from a Natural Field Experiment 2011 ,		1
159	Does Market Experience Eliminate Market Anomalies? The Case of Exogenous Market Experience. <i>American Economic Review</i> , 2011 , 101, 313-317	9.7	74
158	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
157	Stakes Matter in Ultimatum Games. <i>American Economic Review</i> , 2011 , 101, 3427-3439	9.7	134
156	Checkmate: Exploring Backward Induction among Chess Players. <i>American Economic Review</i> , 2011 , 101, 975-990	9.7	78

155	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
154	Small matches and charitable giving: Evidence from a natural field experiment. <i>Journal of Public Economics</i> , 2011 , 95, 344-350	7	80
153	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
152	Are CEOs expected utility maximizers?. <i>Journal of Econometrics</i> , 2011 , 162, 114-123	2.6	22
151	The Market for Charitable Giving. <i>Journal of Economic Perspectives</i> , 2011 , 25, 157-180	9.9	158
150	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
149	Field Experiments in Labor Economics. <i>Handbook of Labour Economics</i> , 2011 , 103-228		41
148	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
147	THAT'S NEWS TO ME! INFORMATION REVELATION IN PROFESSIONAL CERTIFICATION MARKETS. <i>Economic Inquiry</i> , 2010 , 48, 104-122	1.5	9
146	Field Experiments on Anchoring of Economic Valuations. <i>SSRN Electronic Journal</i> , 2010 ,	1	6
145	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
144	Investment Under Uncertainty: Testing the Options Model with Professional Traders. <i>Review of Economics and Statistics</i> , 2010 , 92, 974-984	3.7	18
143	Do Competitive Work Places Deter Female Workers? A Large-Scale Natural Field Experiment on Gender Differences in Job-Entry Decisions 2010 ,		37
142	So you want to run an experiment, now what? Some Simple Rules of Thumb for Optimal Experimental Design 2010 ,		6
141	Field Experiments in Labor Economics 2010 ,		6
140	The Nature of Excess: Using Randomized Treatments to Investigate Price Dynamics 2010 ,		1
139	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
138	Field Experiments 2010 , 53-58		

137 field experiments **2010**, 151-156

136 The IRB is key. *Science*, **2009**, 323, 713-4; author reply 713-4

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135 Can Field Experiments Return Agricultural Economics to the Glory Days?. *American Journal of Agricultural Economics*, **2009**, 91, 1259-1265

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134 Rebate rules in threshold public good provision. *Journal of Public Economics*, **2009**, 93, 798-806

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133 Gender Differences in Competition: Evidence From a Matrilineal and a Patriarchal Society. *Econometrica*, **2009**, 77, 1637-1664

4.9 468

132 Social Preferences: Some Thoughts from the Field. *Annual Review of Economics*, **2009**, 1, 563-579

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131 Field experiments in economics: The past, the present, and the future. *European Economic Review*, **2009**, 53, 1-18

1.9 296

130 The role of social connections in charitable fundraising: Evidence from a natural field experiment. *Journal of Economic Behavior and Organization*, **2009**, 69, 160-169

1.6 47

129 An introduction to field experiments in economics. *Journal of Economic Behavior and Organization*, **2009**, 70, 439-442

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128 What Happens in the Field Stays in the Field: Exploring Whether Professionals Play Minimax in Laboratory Experiments **2009**,

5

127 The Economics of Open Air Markets **2009**,

8

126 The Behavioralist Visits the Factory: Increasing Productivity Using Simple Framing Manipulations **2009**,

13

125 Testing for Altruism and Social Pressure in Charitable Giving **2009**,

48

124 Was there Really a Hawthorne Effect at the Hawthorne Plant? An Analysis of the Original Illumination Experiments **2009**,

17

123 Checkmate: Exploring Backward Induction Among Chess Players **2009**,

5

122 Naturally Occurring Markets and Exogenous Laboratory Experiments: A Case Study of The Winner's Curse. *Economic Journal*, **2008**, 118, 822-843

2.9 35

121 Examining the role of fairness in high stakes allocation decisions. *Journal of Economic Behavior and Organization*, **2008**, 65, 1-8

1.6 57

120 The Market: Catalyst for Rationality and Filter of Irrationality. *B E Journal of Economic Analysis and Policy*, **2008**, 8,

0.7 16

119	Economics. Homo economicus evolves. <i>Science</i> , 2008 , 319, 909-10	33.3	113
118	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
117	Economics. Homo experimentalis Evolves. <i>Science</i> , 2008 , 321, 207-8	33.3	18
116	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
115	Is a Donor in Hand Better than Two in the Bush? Evidence from a Natural Field Experiment 2008 ,		11
114	Gender Differences in Competition: Evidence from a Matrilineal and a Patriarchal Society 2008 ,		20
113	Field Experiments in Economics: The Past, The Present, and The Future 2008 ,		19
112	Matching and challenge gifts to charity: evidence from laboratory and natural field experiments. <i>Experimental Economics</i> , 2008 , 11, 253-267	2.1	93
111	Introduction to field experiments in economics with applications to the economics of charity. <i>Experimental Economics</i> , 2008 , 11, 203-212	2.1	24
110	REGULATORY FEDERALISM AND THE DISTRIBUTION OF AIR POLLUTANT EMISSIONS*. <i>Journal of Regional Science</i> , 2007 , 47, 155-178	1.8	45
109	Viewpoint: On the generalizability of lab behaviour to the field. <i>Canadian Journal of Economics</i> , 2007 , 40, 347-370	1	168
108	Information Cascades: Evidence from a Field Experiment with Financial Market Professionals. <i>Journal of Finance</i> , 2007 , 62, 151-180	6.4	138
107	Naturally Occurring Preferences and Exogenous Laboratory Experiments: A Case Study of Risk Aversion. <i>Econometrica</i> , 2007 , 75, 433-458	4.9	147
106	USING LOTTERIES TO FINANCE PUBLIC GOODS: THEORY AND EXPERIMENTAL EVIDENCE*. <i>International Economic Review</i> , 2007 , 48, 901-927	1.2	61
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