

# Nicola Lacetera

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/3923942/publications.pdf>

Version: 2024-02-01

44  
papers

2,840  
citations

331670

21  
h-index

414414

32  
g-index

52  
all docs

52  
docs citations

52  
times ranked

2053  
citing authors

#	ARTICLE	IF	CITATIONS
1	Incentives and Problem Uncertainty in Innovation Contests: An Empirical Analysis. <i>Management Science</i> , 2011, 57, 843-863.	4.1	663
2	Heuristic Thinking and Limited Attention in the Car Market. <i>American Economic Review</i> , 2012, 102, 2206-2236.	8.5	267
3	Social image concerns and prosocial behavior: Field evidence from a nonlinear incentive scheme. <i>Journal of Economic Behavior and Organization</i> , 2010, 76, 225-237.	2.0	232
4	Do all material incentives for pro-social activities backfire? The response to cash and non-cash incentives for blood donations. <i>Journal of Economic Psychology</i> , 2010, 31, 738-748.	2.2	154
5	Will There Be Blood? Incentives and Displacement Effects in Pro-Social Behavior. <i>American Economic Journal: Economic Policy</i> , 2012, 4, 186-223.	3.1	149
6	Inside or outside the IP system? Business creation in academia. <i>Research Policy</i> , 2010, 39, 1060-1069.	6.4	147
7	Economic Rewards to Motivate Blood Donations. <i>Science</i> , 2013, 340, 927-928.	12.6	143
8	The incidence and role of negative citations in science. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2015, 112, 13823-13826.	7.1	140
9	Rewarding Volunteers: A Field Experiment. <i>Management Science</i> , 2014, 60, 1107-1129.	4.1	97
10	Different Missions and Commitment Power in R&D Organizations: Theory and Evidence on Industry-University Alliances. <i>Organization Science</i> , 2009, 20, 565-582.	4.5	81
11	Academic entrepreneurship. <i>Managerial and Decision Economics</i> , 2009, 30, 443-464.	2.5	65
12	Paying for Kidneys? A Randomized Survey and Choice Experiment. <i>American Economic Review</i> , 2019, 109, 2855-2888.	8.5	61
13	Sacred Values? The Effect of Information on Attitudes toward Payments for Human Organs. <i>American Economic Review</i> , 2015, 105, 361-365.	8.5	59
14	Estimating the Effect of Salience in Wholesale and Retail Car Markets. <i>American Economic Review</i> , 2013, 103, 575-579.	8.5	58
15	Chapter 8 - Digitization and the Contract Labor Market. , 2015, , 219-256.		57
16	Removing financial barriers to organ and bone marrow donation: The effect of leave and tax legislation in the U.S.. <i>Journal of Health Economics</i> , 2014, 33, 43-56.	2.7	46
17	Does standardized information in online markets disproportionately benefit job applicants from less developed countries?. <i>Journal of International Economics</i> , 2016, 103, 1-12.	3.0	46
18	Sample Size and Precision in NIH Peer Review. <i>PLoS ONE</i> , 2008, 3, e2761.	2.5	45

#	ARTICLE	IF	CITATIONS
19	The effects of information, social and financial incentives on voluntary undirected blood donations: Evidence from a field experiment in Argentina. <i>Social Science and Medicine</i> , 2013, 98, 214-223.	3.8	42
20	Economic Development and the Regulation of Morally Contentious Activities. <i>American Economic Review</i> , 2017, 107, 76-80.	8.5	38
21	Viral Altruism? Charitable Giving and Social Contagion in Online Networks.. <i>Sociological Science</i> , 0, 3, 202-238.	2.0	33
22	Different yokes for different folks: Individual preferences, institutional logics, and the commercialization of academic research. <i>Advances in the Study of Entrepreneurship, Innovation, and Economic Growth</i> , 2010, , 1-25.	0.6	28
23	Time for Blood: The Effect of Paid Leave Legislation on Altruistic Behavior. <i>Journal of Law, Economics, and Organization</i> , 2013, 29, 1384-1420.	1.5	27
24	Bid Takers or Market Makers? The Effect of Auctioneers on Auction Outcome. <i>American Economic Journal: Microeconomics</i> , 2016, 8, 195-229.	1.2	27
25	Individual preferences, organization, and competition in a model of R&D incentive provision. <i>Journal of Economic Behavior and Organization</i> , 2012, 84, 550-570.	2.0	23
26	Motivating Cord Blood Donation with Information and Behavioral Nudges. <i>Scientific Reports</i> , 2018, 8, 252.	3.3	20
27	Markets and Morals: An Experimental Survey Study. <i>PLoS ONE</i> , 2015, 10, e0127069.	2.5	16
28	Above a swamp: A theory of high-quality scientific production. <i>Research Policy</i> , 2018, 47, 827-839.	6.4	12
29	Different Missions and Commitment Power in R&D Organization: Theory and Evidence on Industry-University Alliances. <i>SSRN Electronic Journal</i> , 0, , .	0.4	10
30	Opt-out choice framing attenuates gender differences in the decision to compete in the laboratory and in the field. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2021, 118, .	7.1	10
31	In Defense of WHO's Blood Donation Policyâ€™Response. <i>Science</i> , 2013, 342, 692-692.	12.6	6
32	Understanding Repugnance: Implications for Public Policy. <i>World Medical and Health Policy</i> , 2017, 9, 489-504.	1.6	6
33	How does scientific progress affect cultural changes? A digital text analysis. <i>Journal of Economic Growth</i> , 0, , .	1.9	4
34	On the Importance of Unconditional Rewards for Blood Donations. <i>Clinical Chemistry</i> , 2014, 60, 423-424.	3.2	2
35	Would You Buy a Honda Made in the United States? The Impact of Production Location on Manufacturing Quality. <i>Review of Economics and Statistics</i> , 2015, 97, 855-876.	4.3	2
36	The Value of Incentives in Blood Donationâ€™Response. <i>Science</i> , 2013, 341, 129-129.	12.6	1

#	ARTICLE	IF	CITATIONS
37	academic entrepreneurship. , 0, , .		1
38	Viral Altruism? A Natural Field Experiment of Social Contagion in On-Line Networks. SSRN Electronic Journal, 0, , .	0.4	1
39	Viral Altruism? Generosity and Social Contagion in Online Networks. SSRN Electronic Journal, 0, , .	0.4	1
40	Understanding Repugnance: Implications for Public Policy. SSRN Electronic Journal, 0, , .	0.4	1
41	Rewarding Altruism? A Natural Field Experiment. SSRN Electronic Journal, 0, , .	0.4	0
42	Academic Entrepreneurship. , 2016, , 1-4.		0
43	Incentives and Ethics in the Economics of Body Parts. SSRN Electronic Journal, 0, , .	0.4	0
44	Academic Entrepreneurship. , 2018, , 7-9.		0