

Bernd Irlenbusch

List of Publications by Year in descending order

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Version: 2024-02-01

58
papers

3,256
citations

279487

23
h-index

182168

51
g-index

62
all docs

62
docs citations

62
times ranked

1905
citing authors

#	ARTICLE	IF	CITATIONS
1	The Competitive Advantage of Sanctioning Institutions. <i>Science</i> , 2006, 312, 108-111.	6.0	828
2	An Experimental Bribery Game. <i>Journal of Law, Economics, and Organization</i> , 2002, 18, 428-454.	0.8	280
3	Sabotage in Tournaments: Evidence from a Laboratory Experiment. <i>Management Science</i> , 2011, 57, 611-627.	2.4	186
4	The moonlighting game. <i>Journal of Economic Behavior and Organization</i> , 2000, 42, 265-277.	1.0	180
5	An experimental study on tournament design. <i>Labour Economics</i> , 2003, 10, 443-464.	0.9	159
6	Lying and team incentives. <i>Journal of Economic Psychology</i> , 2013, 34, 1-7.	1.1	155
7	How many winners are good to have?. <i>Journal of Economic Behavior and Organization</i> , 2008, 65, 682-702.	1.0	125
8	Fairness as a constraint on trust in reciprocity: earned property rights in a reciprocal exchange experiment. <i>Economics Letters</i> , 2000, 66, 275-282.	0.9	106
9	Sabotage in Corporate Contests – An Experimental Analysis. <i>International Journal of the Economics of Business</i> , 2007, 14, 367-392.	1.0	85
10	An intergenerational common pool resource experiment. <i>Journal of Environmental Economics and Management</i> , 2004, 48, 811-836.	2.1	79
11	Group Size and Social Ties in Microfinance Institutions. <i>Economic Inquiry</i> , 2006, 44, 614-628.	1.0	79
12	Efficiency Gains from Team-Based Coordination – Large-Scale Experimental Evidence. <i>American Economic Review</i> , 2010, 100, 1892-1912.	4.0	72
13	Incentives in Tournaments with Endogenous Prize Selection. <i>Journal of Institutional and Theoretical Economics</i> , 2005, 161, 636.	0.1	67
14	Honesty in tournaments. <i>Economics Letters</i> , 2014, 123, 90-93.	0.9	66
15	Relative rewards within team-based compensation. <i>Labour Economics</i> , 2008, 15, 141-167.	0.9	55
16	Motivating teammates: The leader’s choice between positive and negative incentives. <i>Journal of Economic Psychology</i> , 2009, 30, 591-607.	1.1	52
17	Behavioral ethics: how psychology influenced economics and how economics might inform psychology?. <i>Current Opinion in Psychology</i> , 2015, 6, 87-92.	2.5	50
18	Moral hypocrisy: impression management or self-deception?. <i>Journal of Experimental Social Psychology</i> , 2014, 55, 53-62.	1.3	47

#	ARTICLE	IF	CITATIONS
19	Strategic ignorance in ultimatum bargaining. <i>Journal of Economic Behavior and Organization</i> , 2013, 92, 104-115.	1.0	43
20	On cooperation in open communities. <i>Journal of Public Economics</i> , 2014, 120, 220-230.	2.2	42
21	Transparency and reciprocal behavior in employment relations. <i>Journal of Economic Behavior and Organization</i> , 2005, 56, 383-403.	1.0	39
22	An experimental test of design alternatives for the British 3G/UMTS auction. <i>European Economic Review</i> , 2005, 49, 505-530.	1.2	37
23	LEADING WITH(OUT) SACRIFICE? A PUBLIC-GOODS EXPERIMENT WITH A PRIVILEGED PLAYER. <i>Economic Inquiry</i> , 2011, 49, 591-597.	1.0	37
24	Who follows the crowd? Groups or individuals?. <i>Journal of Economic Behavior and Organization</i> , 2011, 80, 200-209.	1.0	34
25	The role of social information, market framing, and diffusion of responsibility as determinants of socially responsible behavior. <i>Journal of Behavioral and Experimental Economics</i> , 2019, 80, 141-161.	0.5	28
26	GROUP SIZE AND SOCIAL TIES IN MICROFINANCE INSTITUTIONS. <i>Economic Inquiry</i> , 2006, 44, 614-628.	1.0	25
27	Career concerns in a simple experimental labour market. <i>European Economic Review</i> , 2006, 50, 147-170.	1.2	24
28	Conditioning on what? Heterogeneous contributions and conditional cooperation. <i>Journal of Behavioral and Experimental Economics</i> , 2015, 55, 48-64.	0.5	23
29	Identifying personality traits to enhance trust between organisations: an experimental approach. <i>Managerial and Decision Economics</i> , 2008, 29, 469-487.	1.3	21
30	Fairness Crowded Out by Law: An Experimental Study on Withdrawal Rights. <i>Journal of Institutional and Theoretical Economics</i> , 2007, 163, 84.	0.1	18
31	Fooling the Nice Guys: Explaining receiver credulity in a public good game with lying and punishment. <i>Journal of Economic Behavior and Organization</i> , 2013, 93, 321-327.	1.0	18
32	First impressions are more important than early intervention: Qualifying broken windows theory in the lab. <i>International Review of Law and Economics</i> , 2014, 37, 126-136.	0.5	18
33	Asymmetric outside options in ultimatum bargaining: a systematic analysis. <i>International Journal of Game Theory</i> , 2018, 47, 301-329.	0.5	17
34	Helping under a combination of team and tournament incentives. <i>Journal of Economic Behavior and Organization</i> , 2019, 162, 120-135.	1.0	15
35	INTEREST RATES IN GROUP LENDING: A BEHAVIOURAL INVESTIGATION. <i>Pacific Economic Review</i> , 2006, 11, 185-199.	0.7	13
36	Relying on a man's word?. <i>International Review of Law and Economics</i> , 2004, 24, 299-332.	0.5	12

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37	Are non-binding contracts really not worth the paper?. Managerial and Decision Economics, 2006, 27, 21-40.	1.3	11
38	Similarity increases collaborative cheating. Journal of Economic Behavior and Organization, 2020, 178, 148-173.	1.0	11
39	Experimental perspectives on incentives in organisations. Central European Journal of Operations Research, 2006, 14, 1-24.	1.1	10
40	Designing feedback in voluntary contribution games: the role of transparency. Experimental Economics, 2019, 22, 552-576.	1.0	10
41	Innovation and communication media in virtual teams – An experimental study. Journal of Economic Behavior and Organization, 2020, 180, 201-218.	1.0	10
42	When leading by example leads to less corrupt collaboration. Journal of Economic Behavior and Organization, 2021, 188, 288-306.	1.0	9
43	How to hire helpers? Evidence from a field experiment. Experimental Economics, 2016, 19, 577-594.	1.0	8
44	An experimental analysis of voting in the Stability and Growth Pact in the European Monetary Union. Public Choice, 2006, 129, 417-434.	1.0	7
45	Do two bribe less than one? – An experimental study on the four-eyes-principle. Applied Economics Letters, 2019, 26, 191-195.	1.0	7
46	The Fisherman’s Problem: Exploring the tension between cooperative and non-cooperative concepts in a simple game. Journal of Economic Psychology, 2003, 24, 425-445.	1.1	6
47	Voting in EMU – An Experimental Study of Institutional Innovation and the Role of Communication in the Stability and Growth Pact. Journal of Common Market Studies, 2003, 41, 645-664.	1.3	5
48	Auf der Suche nach Gerechtigkeit. Zeitschrift für Wirtschafts- Und Unternehmensethik, 2003, 4, 351-371.	0.1	4
49	Endogenously Emerging Gender Pay Gap in an Experimental Teamwork Setting. Games, 2018, 9, 98.	0.4	3
50	Zu impliziten Anreizen in Arbeitsbeziehungen – eine experimentelle Studie. , 2003, , 71-94.		1
51	Theorie geschichtliche Hintergründe der Wirtschafts- und Unternehmensethik. , 2011, , 27-69.		1
52	An Intergenerational Common Pool Resource Experiment. SSRN Electronic Journal, 2004, , .	0.4	0
53	On Cooperation in Open Communities. SSRN Electronic Journal, 2013, , .	0.4	0
54	On Probation: An Experimental Analysis. Journal of Empirical Legal Studies, 2015, 12, 252-288.	0.5	0

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55	Eine experimentelle Studie zur strategischen Wahl von Entlohnungsschemata. , 2001, , 175-193.		0
56	The Analysis of Incentives in Firms: An Experimental Approach. , 2010, , 221-241.		0
57	Zur Bedeutung der Experimentellen Wirtschaftsforschung 303 für die Wirtschaftsethik " Dargestellt an Beiträgen zur Korruptionsforschung. Zeitschrift für Wirtschafts- Und Unternehmensethik, 2014, 15, 303-318.	0.1	0
58	The Honest Leader Effect - How Hierarchies Affect Honesty in Groups. Proceedings - Academy of Management, 2018, 2018, 10365.	0.0	0