

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	When leading by example leads to less corrupt collaboration. <i>Journal of Economic Behavior and Organization</i> , 2021, 188, 288-306.	1.0	9
2	Similarity increases collaborative cheating. <i>Journal of Economic Behavior and Organization</i> , 2020, 178, 148-173.	1.0	11
3	Innovation and communication media in virtual teams – An experimental study. <i>Journal of Economic Behavior and Organization</i> , 2020, 180, 201-218.	1.0	10
4	Designing feedback in voluntary contribution games: the role of transparency. <i>Experimental Economics</i> , 2019, 22, 552-576.	1.0	10
5	Helping under a combination of team and tournament incentives. <i>Journal of Economic Behavior and Organization</i> , 2019, 162, 120-135.	1.0	15
6	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
7	Do two bribe less than one? – An experimental study on the four-eyes-principle. <i>Applied Economics Letters</i> , 2019, 26, 191-195.	1.0	7
8	Asymmetric outside options in ultimatum bargaining: a systematic analysis. <i>International Journal of Game Theory</i> , 2018, 47, 301-329.	0.5	17
9	Endogenously Emerging Gender Pay Gap in an Experimental Teamwork Setting. <i>Games</i> , 2018, 9, 98.	0.4	3
10	The Honest Leader Effect - How Hierarchies Affect Honesty in Groups. <i>Proceedings - Academy of Management</i> , 2018, 2018, 10365.	0.0	0
11	How to hire helpers? Evidence from a field experiment. <i>Experimental Economics</i> , 2016, 19, 577-594.	1.0	8
12	On Probation: An Experimental Analysis. <i>Journal of Empirical Legal Studies</i> , 2015, 12, 252-288.	0.5	0
13	Conditioning on what? Heterogeneous contributions and conditional cooperation. <i>Journal of Behavioral and Experimental Economics</i> , 2015, 55, 48-64.	0.5	23
14	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
15	On cooperation in open communities. <i>Journal of Public Economics</i> , 2014, 120, 220-230.	2.2	42
16	Honesty in tournaments. <i>Economics Letters</i> , 2014, 123, 90-93.	0.9	66
17	Moral hypocrisy: impression management or self-deception?. <i>Journal of Experimental Social Psychology</i> , 2014, 55, 53-62.	1.3	47
18	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

#	ARTICLE	IF	CITATIONS
19	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
20	Strategic ignorance in ultimatum bargaining. Journal of Economic Behavior and Organization, 2013, 92, 104-115.	1.0	43
21	Lying and team incentives. Journal of Economic Psychology, 2013, 34, 1-7.	1.1	155
22	Fooling the Nice Guys: Explaining receiver credulity in a public good game with lying and punishment. Journal of Economic Behavior and Organization, 2013, 93, 321-327.	1.0	18
23	On Cooperation in Open Communities. SSRN Electronic Journal, 2013, , .	0.4	0
24	Who follows the crowd – Groups or individuals?. Journal of Economic Behavior and Organization, 2011, 80, 200-209.	1.0	34
25	LEADING WITH(OUT) SACRIFICE? A PUBLIC-GOODS EXPERIMENT WITH A PRIVILEGED PLAYER. Economic Inquiry, 2011, 49, 591-597.	1.0	37
26	Sabotage in Tournaments: Evidence from a Laboratory Experiment. Management Science, 2011, 57, 611-627.	2.4	186
27	Theorie geschichtliche Hintergründe der Wirtschafts- und Unternehmensethik. , 2011, , 27-69.		1
28	Efficiency Gains from Team-Based Coordination – Large-Scale Experimental Evidence. American Economic Review, 2010, 100, 1892-1912.	4.0	72
29	The Analysis of Incentives in Firms: An Experimental Approach. , 2010, , 221-241.		0
30	Motivating teammates: The leader's choice between positive and negative incentives. Journal of Economic Psychology, 2009, 30, 591-607.	1.1	52
31	Identifying personality traits to enhance trust between organisations: an experimental approach. Managerial and Decision Economics, 2008, 29, 469-487.	1.3	21
32	Relative rewards within team-based compensation. Labour Economics, 2008, 15, 141-167.	0.9	55
33	How many winners are good to have?. Journal of Economic Behavior and Organization, 2008, 65, 682-702.	1.0	125
34	Fairness Crowded Out by Law: An Experimental Study on Withdrawal Rights. Journal of Institutional and Theoretical Economics, 2007, 163, 84.	0.1	18
35	Sabotage in Corporate Contests – An Experimental Analysis. International Journal of the Economics of Business, 2007, 14, 367-392.	1.0	85
36	Career concerns in a simple experimental labour market. European Economic Review, 2006, 50, 147-170.	1.2	24

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37	INTEREST RATES IN GROUP LENDING: A BEHAVIOURAL INVESTIGATION. Pacific Economic Review, 2006, 11, 185-199.	0.7	13
38	GROUP SIZE AND SOCIAL TIES IN MICROFINANCE INSTITUTIONS. Economic Inquiry, 2006, 44, 614-628.	1.0	25
39	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
40	Experimental perspectives on incentives in organisations. Central European Journal of Operations Research, 2006, 14, 1-24.	1.1	10
41	Are non-binding contracts really not worth the paper?. Managerial and Decision Economics, 2006, 27, 21-40.	1.3	11
42	The Competitive Advantage of Sanctioning Institutions. Science, 2006, 312, 108-111.	6.0	828
43	Group Size and Social Ties in Microfinance Institutions. Economic Inquiry, 2006, 44, 614-628.	1.0	79
44	Incentives in Tournaments with Endogenous Prize Selection. Journal of Institutional and Theoretical Economics, 2005, 161, 636.	0.1	67
45	An experimental test of design alternatives for the British 3G/UMTS auction. European Economic Review, 2005, 49, 505-530.	1.2	37
46	Transparency and reciprocal behavior in employment relations. Journal of Economic Behavior and Organization, 2005, 56, 383-403.	1.0	39
47	An Intergenerational Common Pool Resource Experiment. SSRN Electronic Journal, 2004, , .	0.4	0
48	Relying on a man's word?. International Review of Law and Economics, 2004, 24, 299-332.	0.5	12
49	An intergenerational common pool resource experiment. Journal of Environmental Economics and Management, 2004, 48, 811-836.	2.1	79
50	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
51	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
52	An experimental study on tournament design. Labour Economics, 2003, 10, 443-464.	0.9	159
53	Zu impliziten Anreizen in Arbeitsbeziehungen – eine experimentelle Studie. , 2003, , 71-94.		1
54	Auf der Suche nach Gerechtigkeit. Zeitschrift für Wirtschafts- Und Unternehmensethik, 2003, 4, 351-371.	0.1	4

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55	An Experimental Bribery Game. <i>Journal of Law, Economics, and Organization</i> , 2002, 18, 428-454.	0.8	280
56	Eine experimentelle Studie zur strategischen Wahl von Entlohnungsschemata. , 2001, , 175-193.		0
57	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
58	The moonlighting game. <i>Journal of Economic Behavior and Organization</i> , 2000, 42, 265-277.	1.0	180