

Erte Xiao

List of Publications by Year in descending order

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57
papers

2,141
citations

430754

18
h-index

289141

40
g-index

59
all docs

59
docs citations

59
times ranked

1394
citing authors

#	ARTICLE	IF	CITATIONS
1	Emotion expression in human punishment behavior. Proceedings of the National Academy of Sciences of the United States of America, 2005, 102, 7398-7401.	3.3	433
2	Do the right thing: but only if others do so. Journal of Behavioral Decision Making, 2009, 22, 191-208.	1.0	424
3	When punishment fails: Research on sanctions, intentions and non-cooperation. Games and Economic Behavior, 2008, 62, 509-532.	0.4	189
4	Classification of natural language messages using a coordination game. Experimental Economics, 2011, 14, 1-14.	1.0	116
5	Neural responses to sanction threats in two-party economic exchange. Proceedings of the National Academy of Sciences of the United States of America, 2009, 106, 16835-16840.	3.3	87
6	Avoiding the sharp tongue: Anticipated written messages promote fair economic exchange. Journal of Economic Psychology, 2009, 30, 393-404.	1.1	81
7	Punish in public. Journal of Public Economics, 2011, 95, 1006-1017.	2.2	74
8	Leadership, cheap talk and really cheap talk. Journal of Economic Behavior and Organization, 2011, 77, 40-52.	1.0	65
9	When equality trumps reciprocity. Journal of Economic Psychology, 2010, 31, 456-470.	1.1	64
10	Profit-seeking punishment corrupts norm obedience. Games and Economic Behavior, 2013, 77, 321-344.	0.4	51
11	Competing demands of prosociality and equity in monkeys. Evolution and Human Behavior, 2010, 31, 279-288.	1.4	50
12	Money Talks: Rebate Mechanisms in Reputation System Design. Management Science, 2014, 60, 2054-2072.	2.4	49
13	Deviant or wrong? The effects of norm information on the efficacy of punishment. Journal of Economic Behavior and Organization, 2021, 188, 209-235.	1.0	36
14	Inequality-seeking punishment. Economics Letters, 2010, 109, 20-23.	0.9	30
15	Raising the price of talk: An experimental analysis of transparent leadership. Journal of Economic Behavior and Organization, 2014, 105, 208-218.	1.0	26
16	Temptation and commitment in the laboratory. Games and Economic Behavior, 2018, 107, 329-344.	0.4	26
17	Turning a blind eye, but not the other cheek: On the robustness of costly punishment. Journal of Economic Behavior and Organization, 2016, 128, 159-177.	1.0	23
18	When Punishment Fails: Research on Sanctions, Intentions and Non-Cooperation. SSRN Electronic Journal, 2005, , .	0.4	18

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19	Punishment and Cooperation in Stochastic Social Dilemmas. <i>Journal of Conflict Resolution</i> , 2016, 60, 670-693.	1.1	18
20	It's not just the thought that counts: An experimental study on the hidden cost of giving. <i>Journal of Public Economics</i> , 2016, 138, 22-31.	2.2	14
21	Third-party punishment: Retribution or deterrence?. <i>Journal of Economic Psychology</i> , 2018, 67, 34-46.	1.1	14
22	Peer punishment with third-party approval in a social dilemma game. <i>Economics Letters</i> , 2012, 117, 589-591.	0.9	13
23	Justification and conformity. <i>Journal of Economic Behavior and Organization</i> , 2017, 136, 15-28.	1.0	13
24	Leadership selection: Can changing the default break the glass ceiling?. <i>Leadership Quarterly</i> , 2022, 33, 101563.	3.6	13
25	Time delay, complexity and support for taxation. <i>Journal of Environmental Economics and Management</i> , 2016, 77, 117-141.	2.1	12
26	Deviant or Wrong? The Effects of Norm Information on the Efficacy of Punishment. <i>SSRN Electronic Journal</i> , 0, , .	0.4	11
27	House money effects on trust and reciprocity. <i>Public Choice</i> , 2015, 163, 187-199.	1.0	10
28	Justification and Legitimate Punishment. <i>Journal of Institutional and Theoretical Economics</i> , 2014, 170, 168.	0.1	9
29	Combining Brain and Behavioral Data to Improve Econometric Policy Analysis. <i>Analyse Und Kritik</i> , 2007, 29, 86-96.	0.2	7
30	Three parts natural, seven parts man-made: Bayesian analysis of China's Great Leap Forward demographic disaster. <i>Journal of Economic Behavior and Organization</i> , 2009, 69, 148-159.	1.0	7
31	Deviant or Wrong? The Effects of Norm Information on the Efficacy of Punishment. <i>SSRN Electronic Journal</i> , 0, , .	0.4	7
32	Understanding context effects. <i>Journal of Economic Behavior and Organization</i> , 2010, 73, 58-61.	1.0	6
33	In-group bias in prisons. <i>Games and Economic Behavior</i> , 2020, 122, 328-340.	0.4	6
34	Profit-Seeking Punishment Corrupts Norm Obedience. <i>SSRN Electronic Journal</i> , 0, , .	0.4	5
35	When Equality Trumps Reciprocity: Evidence from a Laboratory Experiment. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
36	Words or deeds? Choosing what to know about others. <i>Synthese</i> , 2012, 187, 49-63.	0.6	4

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37	Peer Punishment with Third-Party Approval in a Social Dilemma Game. SSRN Electronic Journal, 2011, , .	0.4	3
38	Peer effects in public support for Pigouvian taxation. Journal of Economic Behavior and Organization, 2021, 187, 192-204.	1.0	3
39	Money Talks? An Experimental Study of Rebate in Reputation System Design. SSRN Electronic Journal, 0, , .	0.4	3
40	Emotion expression, decision-making and well-being. Advances in Health Economics and Health Services Research, 2008, , 161-178.	0.2	2
41	Third-Party Punishment: Retribution or Deterrence?. SSRN Electronic Journal, 2014, , .	0.4	2
42	The effect of voice on indirect reciprocity: Results from the lab. Economics Letters, 2020, 189, 108988.	0.9	2
43	Tax liability side equivalence and time delayed externalities. European Journal of Political Economy, 2022, 72, 102110.	1.0	2
44	Inertia in partnerships.. Journal of Neuroscience, Psychology, and Economics, 2018, 11, 57-61.	0.4	2
45	Inequality-Seeking Punishment. SSRN Electronic Journal, 2010, , .	0.4	1
46	Words or Deeds? Choosing What to Know About Others. SSRN Electronic Journal, 0, , .	0.4	1
47	Sign Me Up! A Model and Field Experiment on Volunteering. SSRN Electronic Journal, 0, , .	0.4	1
48	Turning a Blind Eye, But Not the Other Cheek: On the Robustness of Costly Punishment. SSRN Electronic Journal, 0, , .	0.4	1
49	Peer Effects in Public Support for Pigouvian Taxation. SSRN Electronic Journal, 0, , .	0.4	1
50	Raising the Price of Talk: An Experimental Analysis of Transparent Leadership. SSRN Electronic Journal, 2014, , .	0.4	0
51	It's Not Just the Thought that Counts: An Experimental Study on Hidden Cost of Giving. SSRN Electronic Journal, 2014, , .	0.4	0
52	Inertia in partnerships: The role of gender. Economics Letters, 2020, 196, 109491.	0.9	0
53	Inequality-Seeking Punishment. SSRN Electronic Journal, 0, , .	0.4	0
54	Justification and Cooperation. SSRN Electronic Journal, 0, , .	0.4	0

#	ARTICLE	IF	CITATIONS
55	Justification and Legitimate Punishment. SSRN Electronic Journal, 0, , .	0.4	0
56	Competing by Default: A New Way to Break the Glass Ceiling. SSRN Electronic Journal, 0, , .	0.4	0
57	Sign me up! Promoting volunteering with a compound task mechanism. Journal of Economic Behavior and Organization, 2022, 200, 897-913.	1.0	0