

Dan Ariely

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/5351246/publications.pdf>

Version: 2024-02-01

30
papers

3,941
citations

471509

17
h-index

580821

25
g-index

33
all docs

33
docs citations

33
times ranked

3686
citing authors

#	ARTICLE	IF	CITATIONS
1	Doing Good or Doing Well? Image Motivation and Monetary Incentives in Behaving Prosocially. <i>American Economic Review</i> , 2009, 99, 544-555.	8.5	1,335
2	Neuromarketing: the hope and hype of neuroimaging in business. <i>Nature Reviews Neuroscience</i> , 2010, 11, 284-292.	10.2	704
3	Matching and Sorting in Online Dating. <i>American Economic Review</i> , 2010, 100, 130-163.	8.5	471
4	What makes you click? "Mate preferences in online dating. <i>Quantitative Marketing and Economics</i> , 2010, 8, 393-427.	1.5	342
5	Combining experiences over time: the effects of duration, intensity changes and on-line measurements on retrospective pain evaluations. <i>Journal of Behavioral Decision Making</i> , 1998, 11, 19-45.	1.7	274
6	Goal-Based Construction of Preferences: Task Goals and the Prominence Effect. <i>Management Science</i> , 1999, 45, 1057-1075.	4.1	130
7	The brain adapts to dishonesty. <i>Nature Neuroscience</i> , 2016, 19, 1727-1732.	14.8	110
8	Wanting, liking, and preference construction.. <i>Emotion</i> , 2010, 10, 324-334.	1.8	98
9	Bonobos respond prosocially toward members of other groups. <i>Scientific Reports</i> , 2017, 7, 14733.	3.3	93
10	Neural substrates underlying the tendency to accept anger-infused ultimatum offers during dynamic social interactions. <i>NeuroImage</i> , 2015, 120, 400-411.	4.2	60
11	True Contextâ€dependent Preferences? The Causes of Marketâ€dependent Valuations. <i>Journal of Behavioral Decision Making</i> , 2014, 27, 200-208.	1.7	48
12	Signing at the beginning versus at the end does not decrease dishonesty. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2020, 117, 7103-7107.	7.1	47
13	In Pain Thou Shalt Bring Forth Children. <i>Psychological Science</i> , 2014, 25, 2266-2271.	3.3	40
14	Moral violations reduce oral consumption. <i>Journal of Consumer Psychology</i> , 2014, 24, 381-386.	4.5	39
15	Leveraging Behavioral Economics to Improve Heart Failure Care and Outcomes. <i>Circulation</i> , 2017, 136, 765-772.	1.6	27
16	The Valjean effect: Visceral states and cheating.. <i>Emotion</i> , 2016, 16, 897-902.	1.8	24
17	The slow decay and quick revival of self-deception. <i>Frontiers in Psychology</i> , 2015, 6, 1075.	2.1	20
18	The Sticky Anchor Hypothesis: Ego Depletion Increases Susceptibility to Situational Cues. <i>Journal of Behavioral Decision Making</i> , 2017, 30, 1027-1040.	1.7	20

#	ARTICLE	IF	CITATIONS
19	Preference exploration and learning: the role of intensiveness and extensiveness of experience. Journal of Consumer Psychology, 2013, 23, 330-340.	4.5	18
20	Moral responses to the COVID-19 crisis. Royal Society Open Science, 2021, 8, 210096.	2.4	11
21	Replicating the Effect of the Accessibility of Moral Standards on Dishonesty: Authors'™ Response to the Replication Attempt. Advances in Methods and Practices in Psychological Science, 2018, 1, 318-320.	9.4	9
22	Reaching Consensus in Polarized Moral Debates. Current Biology, 2019, 29, 4124-4129.e6.	3.9	8
23	Health insurance benefits as a labor market friction: Evidence from a quasi-experiment. Strategic Management Journal, 2022, 43, 1556-1574.	7.3	5
24	Political coherence and certainty as drivers of interpersonal liking over and above similarity. Science Advances, 2022, 8, eabk1909.	10.3	3
25	Public and Private Values. Journal of Behavioral Decision Making, 2016, 29, 550-555.	1.7	1
26	Current Direction in Understanding the Antecedents and Prevention Of Unethicality at Work. Proceedings - Academy of Management, 2019, 2019, 13253.	0.1	0
27	It's how you say it: Systematic A/B testing of digital messaging cut hospital no-show rates. , 2020, 15, e0234817.		0
28	It's how you say it: Systematic A/B testing of digital messaging cut hospital no-show rates. , 2020, 15, e0234817.		0
29	It's how you say it: Systematic A/B testing of digital messaging cut hospital no-show rates. , 2020, 15, e0234817.		0
30	It's how you say it: Systematic A/B testing of digital messaging cut hospital no-show rates. , 2020, 15, e0234817.		0