

# Don A Moore

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/5524439/publications.pdf>

Version: 2024-02-01

42  
papers

5,505  
citations

279487

23  
h-index

360668

35  
g-index

45  
all docs

45  
docs citations

45  
times ranked

6037  
citing authors

#	ARTICLE	IF	CITATIONS
1	Redefine statistical significance. <i>Nature Human Behaviour</i> , 2018, 2, 6-10.	6.2	1,763
2	The trouble with overconfidence.. <i>Psychological Review</i> , 2008, 115, 502-517.	2.7	1,638
3	A status-enhancement account of overconfidence.. <i>Journal of Personality and Social Psychology</i> , 2012, 103, 718-735.	2.6	313
4	Error and bias in comparative judgment: On being both better and worse than we think we are.. <i>Journal of Personality and Social Psychology</i> , 2007, 92, 972-989.	2.6	230
5	Myopic Social Prediction and the Solo Comparison Effect.. <i>Journal of Personality and Social Psychology</i> , 2003, 85, 1121-1135.	2.6	201
6	Effects of task difficulty on use of advice. <i>Journal of Behavioral Decision Making</i> , 2007, 20, 21-35.	1.0	181
7	Making sense of overconfidence in market entry. <i>Strategic Management Journal</i> , 2015, 36, 1-18.	4.7	112
8	What Competition? Myopic Self-Focus in Market-Entry Decisions. <i>Organization Science</i> , 2007, 18, 440-454.	3.0	111
9	The three faces of overconfidence. <i>Social and Personality Psychology Compass</i> , 2017, 11, e12331.	2.0	107
10	Cheap talk and credibility: The consequences of confidence and accuracy on advisor credibility and persuasiveness. <i>Organizational Behavior and Human Decision Processes</i> , 2013, 121, 246-255.	1.4	84
11	(Too) optimistic about optimism: The belief that optimism improves performance.. <i>Journal of Personality and Social Psychology</i> , 2015, 108, 377-399.	2.6	66
12	DOES THE BETTER-THAN-AVERAGE EFFECT SHOW THAT PEOPLE ARE OVERCONFIDENT?: TWO EXPERIMENTS. <i>Journal of the European Economic Association</i> , 2015, 13, 293-329.	1.9	65
13	Competing to Be Certain (But Wrong): Market Dynamics and Excessive Confidence in Judgment. <i>Management Science</i> , 2011, 57, 93-106.	2.4	58
14	Use of absolute and comparative performance feedback in absolute and comparative judgments and decisions. <i>Organizational Behavior and Human Decision Processes</i> , 2008, 107, 60-74.	1.4	55
15	A Behavioral Demonstration of Overconfidence in Judgment. <i>Psychological Science</i> , 2013, 24, 1190-1197.	1.8	44
16	Keeping the illusion of control under control: Ceilings, floors, and imperfect calibration. <i>Organizational Behavior and Human Decision Processes</i> , 2011, 114, 104-114.	1.4	43
17	Many Labs 5: Testing Pre-Data-Collection Peer Review as an Intervention to Increase Replicability. <i>Advances in Methods and Practices in Psychological Science</i> , 2020, 3, 309-331.	5.4	42
18	Confidence Calibration in a Multiyear Geopolitical Forecasting Competition. <i>Management Science</i> , 2017, 63, 3552-3565.	2.4	41

#	ARTICLE	IF	CITATIONS
19	Is overconfidence a social liability? The effect of verbal versus nonverbal expressions of confidence.. Journal of Personality and Social Psychology, 2019, 116, 396-415.	2.6	37
20	A simple remedy for overprecision in judgment. Judgment and Decision Making, 2010, 5, 467-476.	0.8	35
21	Is overconfidence a motivated bias? Experimental evidence.. Journal of Experimental Psychology: General, 2018, 147, 1445-1465.	1.5	30
22	Misperceiving the value of information in predicting the performance of others. Experimental Economics, 2006, 9, 281-295.	1.0	27
23	Wide of the mark: Evidence on the underlying causes of overprecision in judgment. Organizational Behavior and Human Decision Processes, 2015, 131, 110-120.	1.4	27
24	The social transmission of overconfidence.. Journal of Experimental Psychology: General, 2021, 150, 157-186.	1.5	24
25	Leadersâ€™ Use of Moral Justifications Increases Policy Support. Psychological Science, 2015, 26, 934-943.	1.8	23
26	Empirical audit and review and an assessment of evidentiary value in research on the psychological consequences of scarcity. Proceedings of the National Academy of Sciences of the United States of America, 2021, 118, .	3.3	19
27	The Belief in a Favorable Future. Psychological Science, 2017, 28, 1290-1301.	1.8	18
28	Overconfidence Across Cultures. Collabra: Psychology, 2018, 4, .	0.9	14
29	Revisiting the Instrumentality of Voice: Having Voice in the Process Makes People Think They Will Get What They Want. Social Justice Research, 2014, 27, 209-230.	0.6	11
30	Reporting all results efficiently: A RARE proposal to open up the file drawer. Proceedings of the National Academy of Sciences of the United States of America, 2021, 118, .	3.3	11
31	Overprecision is a property of thinking systems.. Psychological Review, 2023, 130, 1339-1350.	2.7	4
32	Cheaper and Better: Why Scientific Advancement Demands the Move to Open Access Publishing. Psychological Inquiry, 2012, 23, 285-286.	0.4	2
33	Many Labs 5: Registered Multisite Replication of the Tempting-Fate Effects in Risen and Gilovich (2008). Advances in Methods and Practices in Psychological Science, 2020, 3, 394-404.	5.4	2
34	Overprecision increases subsequent surprise. PLoS ONE, 2020, 15, e0227084.	1.1	2
35	Open Science at OBHDP. Organizational Behavior and Human Decision Processes, 2022, 168, 104111.	1.4	2
36	Poisson Regressions: A Little Fishy. Collabra: Psychology, 2021, 7, .	0.9	1

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37	Overprecision increases subsequent surprise. , 2020, 15, e0227084.		0
38	Overprecision increases subsequent surprise. , 2020, 15, e0227084.		0
39	Overprecision increases subsequent surprise. , 2020, 15, e0227084.		0
40	Overprecision increases subsequent surprise. , 2020, 15, e0227084.		0
41	Overprecision increases subsequent surprise. , 2020, 15, e0227084.		0
42	Overprecision increases subsequent surprise. , 2020, 15, e0227084.		0