

# Martin G Kocher

## List of Publications by Year in descending order

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76  
papers

4,950  
citations

147566

31  
h-index

114278

63  
g-index

78  
all docs

78  
docs citations

78  
times ranked

3287  
citing authors

#	ARTICLE	IF	CITATIONS
1	Impatience and Uncertainty: Experimental Decisions Predict Adolescents' Field Behavior. <i>American Economic Review</i> , 2013, 103, 510-531.	4.0	428
2	Trust and trustworthiness across different age groups. <i>Games and Economic Behavior</i> , 2007, 59, 364-382.	0.4	387
3	Choosing the Carrot or the Stick? Endogenous Institutional Choice in Social Dilemma Situations. <i>Review of Economic Studies</i> , 2010, 77, 1540-1566.	2.9	375
4	More than thirty years of ultimatum bargaining experiments: Motives, variations, and a survey of the recent literature. <i>Journal of Economic Behavior and Organization</i> , 2014, 108, 396-409.	1.0	274
5	The Decision Maker Matters: Individual Versus Group Behaviour in Experimental Beautyâ€Contest Games. <i>Economic Journal</i> , 2005, 115, 200-223.	1.9	270
6	Conditional cooperation on three continents. <i>Economics Letters</i> , 2008, 101, 175-178.	0.9	257
7	Favoritism of agents â€“ The case of referees' home bias. <i>Journal of Economic Psychology</i> , 2004, 25, 461-469.	1.1	218
8	Time is moneyâ€”Time pressure, incentives, and the quality of decision-making. <i>Journal of Economic Behavior and Organization</i> , 2006, 61, 375-392.	1.0	178
9	Are groups more rational than individuals? A review of interactive decision making in groups. <i>Wiley Interdisciplinary Reviews: Cognitive Science</i> , 2012, 3, 471-482.	1.4	172
10	Group polarization in the team dictator game reconsidered. <i>Experimental Economics</i> , 2009, 12, 26-41.	1.0	162
11	Trust between individuals and groups: Groups are less trusting than individuals but just as trustworthy. <i>Journal of Economic Psychology</i> , 2007, 28, 646-657.	1.1	136
12	Bargaining under time pressure in an experimental ultimatum game. <i>Economics Letters</i> , 2003, 81, 341-347.	0.9	124
13	I Lie? We Lie! Why? Experimental Evidence on a Dishonesty Shift in Groups. <i>Management Science</i> , 2018, 64, 3995-4008.	2.4	111
14	Cheating and Loss Aversion: Do People Cheat More to Avoid a Loss?. <i>Management Science</i> , 2016, 62, 3428-3438.	2.4	109
15	<i>Tempus Fugit</i>: Time Pressure in Risky Decisions. <i>Management Science</i> , 2013, 59, 2380-2391.	2.4	101
16	Gender pairing and bargainingâ€”Beware the same sex!. <i>Experimental Economics</i> , 2009, 12, 318-331.	1.0	95
17	Psychological Pressure in Competitive Environments: New Evidence from Randomized Natural Experiments. <i>Management Science</i> , 2012, 58, 1585-1591.	2.4	90
18	Equality, equity and incentives: An experiment. <i>European Economic Review</i> , 2013, 60, 32-51.	1.2	87

#	ARTICLE	IF	CITATIONS
19	Measuring productivity of research in economics: A cross-country study using DEA. <i>Socio-Economic Planning Sciences</i> , 2006, 40, 314-332.	2.5	86
20	Individual or team decision-makingâ€™ Causes and consequences of self-selection. <i>Games and Economic Behavior</i> , 2006, 56, 259-270.	0.4	79
21	Ambiguity aversion is not universal. <i>European Economic Review</i> , 2018, 101, 268-283.	1.2	76
22	Individual versus group behavior and the role of the decision making procedure in gift-exchange experiments. <i>Empirica</i> , 2007, 34, 63-88.	1.0	71
23	Does stake size matter for cooperation and punishment?. <i>Economics Letters</i> , 2008, 99, 508-511.	0.9	70
24	Patterns of co-authorship among economics departments in the USA. <i>Applied Economics</i> , 2004, 36, 327-333.	1.2	65
25	The Institutional Concentration of Authors in Top Journals of Economics During the Last Two Decades. <i>Economic Journal</i> , 2001, 111, 405-421.	1.9	63
26	â€™Let me dream on!â€™ Anticipatory emotions and preference for timing in lotteries. <i>Journal of Economic Behavior and Organization</i> , 2014, 98, 29-40.	1.0	53
27	How Werner GÃ¼th's ultimatum game shaped our understanding of social behavior. <i>Journal of Economic Behavior and Organization</i> , 2014, 108, 292-318.	1.0	49
28	Experimental â€™beauty contestsâ€™ with homogeneous and heterogeneous players and with interior and boundary equilibria. <i>Economics Letters</i> , 2002, 74, 219-228.	0.9	45
29	Strong, bold, and kind: self-control and cooperation in social dilemmas. <i>Experimental Economics</i> , 2017, 20, 44-69.	1.0	41
30	The role of beliefs, trust, and risk in contributions to a public good. <i>Journal of Economic Psychology</i> , 2015, 51, 236-244.	1.1	39
31	Tools for Evaluating Research Output. <i>Evaluation Review</i> , 2001, 25, 555-566.	0.4	37
32	Economics research in Canada: a longâ€™run assessment of journal publications. <i>Canadian Journal of Economics</i> , 2008, 41, 22-45.	0.6	36
33	Title is missing!. <i>Public Choice</i> , 2003, 116, 333-350.	1.0	35
34	Other-regarding preferences and management styles. <i>Journal of Economic Behavior and Organization</i> , 2013, 88, 109-132.	1.0	35
35	Revealed distributional preferences: Individuals vs. teams. <i>Journal of Economic Behavior and Organization</i> , 2014, 108, 319-330.	1.0	35
36	Individuals and teams in auctions. <i>Oxford Economic Papers</i> , 2009, 61, 380-394.	0.7	34

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37	Risk, time pressure, and selection effects. <i>Experimental Economics</i> , 2019, 22, 216-246.	1.0	29
38	Power laws of research output. Evidence for journals of economics. <i>Scientometrics</i> , 2001, 51, 405-414.	1.6	28
39	Tax compliance under tax regime changes. <i>International Tax and Public Finance</i> , 2013, 20, 225-246.	0.5	28
40	Social background, cooperative behavior, and norm enforcement. <i>Journal of Economic Behavior and Organization</i> , 2012, 81, 341-354.	1.0	23
41	The Detrimental Effects of Oxytocin-Induced Conformity on Dishonesty in Competition. <i>Psychological Science</i> , 2017, 28, 751-759.	1.8	23
42	Bargaining under time pressure from deadlines. <i>Experimental Economics</i> , 2019, 22, 419-440.	1.0	23
43	Is there a hidden cost of imposing a minimum contribution level for public good contributions?. <i>Journal of Economic Psychology</i> , 2016, 56, 74-84.	1.1	20
44	Unleashing Animal Spirits: Self-Control and Overpricing in Experimental Asset Markets. <i>Review of Financial Studies</i> , 2019, 32, 2149-2178.	3.7	20
45	SELECTION INTO AUCTIONS FOR RISKY AND AMBIGUOUS PROSPECTS. <i>Economic Inquiry</i> , 2013, 51, 882-895.	1.0	18
46	Group Polarization in the Team Dictator Game Reconsidered. <i>SSRN Electronic Journal</i> , 0, , .	0.4	17
47	An experimental study of precautionary bidding. <i>European Economic Review</i> , 2015, 78, 27-38.	1.2	16
48	Dishonesty and risk-taking: Compliance decisions of individuals and groups. <i>Journal of Economic Behavior and Organization</i> , 2021, 185, 250-286.	1.0	16
49	Social Learning in Beautyâ€Contest Games. <i>Southern Economic Journal</i> , 2014, 80, 586-613.	1.3	15
50	Co-employment of permanently and temporarily employed agents. <i>Labour Economics</i> , 2012, 19, 48-58.	0.9	14
51	Oxytocin promotes altruistic punishment. <i>Social Cognitive and Affective Neuroscience</i> , 2017, 12, 1740-1747.	1.5	14
52	PROVIDING GLOBAL PUBLIC GOODS: ELECTORAL DELEGATION AND COOPERATION. <i>Economic Inquiry</i> , 2018, 56, 381-397.	1.0	12
53	Loss Aversion and Learning to Bid. <i>Economica</i> , 2012, 79, 226-257.	0.9	11
54	Social preferences in childhood and adolescence. A large-scale experiment to estimate primary and secondary motivations. <i>Journal of Economic Behavior and Organization</i> , 2018, 146, 16-30.	1.0	11

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55	Why (field) experiments on unethical behavior are important: Comparing stated and revealed behavior. <i>Journal of Economic Behavior and Organization</i> , 2018, 156, 71-85.	1.0	10
56	The Impact of Naïve Advice and Observational Learning in Beauty-Contest Games. <i>SSRN Electronic Journal</i> , , .	0.4	10
57	More opportunity, more cooperation? The behavioral effects of birthright citizenship on immigrant youth. <i>Journal of Public Economics</i> , 2021, 200, 104448.	2.2	9
58	Individuals and Teams in UMTS-License Auctions. <i>SSRN Electronic Journal</i> , 0, , .	0.4	9
59	Strong, Bold, and Kind: Self-Control and Cooperation in Social Dilemmas. <i>SSRN Electronic Journal</i> , 0, , .	0.4	8
60	Representation and Educational Background of European Economists in Top Journals of Economics. <i>Empirica</i> , 2002, 29, 275-288.	1.0	6
61	Time is Money - Time Pressure, Incentives, and the Quality of Decision-making. <i>SSRN Electronic Journal</i> , 2004, , .	0.4	6
62	The effect of oxytocin on group formation and strategic thinking in men. <i>Hormones and Behavior</i> , 2018, 100, 100-106.	1.0	5
63	Gender and cooperative preferences. <i>Journal of Economic Behavior and Organization</i> , 2021, 181, 39-48.	1.0	5
64	Unleashing Animal Spirits - Self-Control and Overpricing in Experimental Asset Markets. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
65	Introduction to special issue "The Economics and Psychology of Football". <i>Journal of Economic Psychology</i> , 2010, 31, 155-157.	1.1	2
66	Tempus Fugit: Time Pressure in Risky Decisions. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
67	Preferences over Punishment and Reward Mechanisms in Social Dilemmas. <i>Journal of Institutional and Theoretical Economics</i> , 2016, 172, 163.	0.1	2
68	Social preferences, accountability, and wage bargaining. <i>Social Choice and Welfare</i> , 2017, 48, 659-678.	0.4	2
69	Tax Compliance Under Tax Regime Changes. <i>SSRN Electronic Journal</i> , 2010, , .	0.4	1
70	Social Preferences, Accountability, and Wage Bargaining. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
71	Overpricing and stake size: On the robustness of results from experimental asset markets. <i>Economics Letters</i> , 2017, 154, 101-104.	0.9	1
72	Sharing or gambling? On risk attitudes in social contexts. <i>Experimental Economics</i> , 2020, , 1.	1.0	1

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73	Does having insurance change individuals' self-confidence?. Journal of Risk and Insurance, 2021, 88, 429-442.	1.0	1
74	Providing Global Public Goods: Electoral Delegation and Cooperation. SSRN Electronic Journal, 0, , .	0.4	1
75	Team Decision-Making. , 2020, , 1-25.		1
76	Lack of standardization in informetric research: Reply. Scientometrics, 2002, 55, 329-331.	1.6	0