

# Simon Gaechter

## List of Publications by Year in descending order

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Version: 2024-02-01

102  
papers

26,002  
citations

61984  
43  
h-index

53230  
85  
g-index

108  
all docs

108  
docs citations

108  
times ranked

9140  
citing authors

#	ARTICLE	IF	CITATIONS
1	Altruistic punishment in humans. <i>Nature</i> , 2002, 415, 137-140.	27.8	5,351
2	Cooperation and Punishment in Public Goods Experiments. <i>American Economic Review</i> , 2000, 90, 980-994.	8.5	3,365
3	Fairness and Retaliation: The Economics of Reciprocity. <i>Journal of Economic Perspectives</i> , 2000, 14, 159-182.	5.9	2,665
4	Are people conditionally cooperative? Evidence from a public goods experiment. <i>Economics Letters</i> , 2001, 71, 397-404.	1.9	2,103
5	Antisocial Punishment Across Societies. <i>Science</i> , 2008, 319, 1362-1367.	12.6	1,639
6	Strong reciprocity, human cooperation, and the enforcement of social norms. <i>Human Nature</i> , 2002, 13, 1-25.	1.6	1,160
7	Social Preferences, Beliefs, and the Dynamics of Free Riding in Public Goods Experiments. <i>American Economic Review</i> , 2010, 100, 541-556.	8.5	940
8	Reciprocity as a Contract Enforcement Device: Experimental Evidence. <i>Econometrica</i> , 1997, 65, 833.	4.2	882
9	The Long-Run Benefits of Punishment. <i>Science</i> , 2008, 322, 1510-1510.	12.6	467
10	Reciprocity and economics: The economic implications of Homo Reciprocans. <i>European Economic Review</i> , 1998, 42, 845-859.	2.3	430
11	Reciprocity, culture and human cooperation: previous insights and a new cross-cultural experiment. <i>Philosophical Transactions of the Royal Society B: Biological Sciences</i> , 2009, 364, 791-806.	4.0	352
12	Collective action as a social exchange. <i>Journal of Economic Behavior and Organization</i> , 1999, 39, 341-369.	2.0	349
13	When Social Norms Overpower Competition: Gift Exchange in Experimental Labor Markets. <i>Journal of Labor Economics</i> , 1998, 16, 324-351.	2.8	348
14	Intrinsic honesty and the prevalence of rule violations across societies. <i>Nature</i> , 2016, 531, 496-499.	27.8	337
15	The framing of games and the psychology of play. <i>Games and Economic Behavior</i> , 2011, 73, 459-478.	0.8	310
16	Trust, voluntary cooperation, and socio-economic background: survey and experimental evidence. <i>Journal of Economic Behavior and Organization</i> , 2004, 55, 505-531.	2.0	280
17	The effects of (incentivized) belief elicitation in public goods experiments. <i>Experimental Economics</i> , 2010, 13, 364-377.	2.1	257
18	A Simple Mechanism for the Efficient Provision of Public Goods: Experimental Evidence. <i>American Economic Review</i> , 2000, 90, 247-264.	8.5	250

#	ARTICLE	IF	CITATIONS
19	Reputation and Reciprocity: Consequences for the Labour Relation. Scandinavian Journal of Economics, 2002, 104, 1-26.	1.4	249
20	Moral Property Rights in Bargaining with Infeasible Claims. Management Science, 2005, 51, 249-263.	4.1	235
21	Conducting interactive experiments online. Experimental Economics, 2018, 21, 99-131.	2.1	226
22	Culture and cooperation. Philosophical Transactions of the Royal Society B: Biological Sciences, 2010, 365, 2651-2661.	4.0	206
23	Social Learning and Voluntary Cooperation among like-Minded People. Journal of the European Economic Association, 2005, 3, 303-314.	3.5	199
24	Measuring the Closeness of Relationships: A Comprehensive Evaluation of the 'Inclusion of the Other in the Self' Scale. PLoS ONE, 2015, 10, e0129478.	2.5	170
25	The limits of self-governance when cooperators get punished: Experimental evidence from urban and rural Russia. European Economic Review, 2011, 55, 193-210.	2.3	157
26	Framing and free riding: emotional responses and punishment in social dilemma games. Experimental Economics, 2011, 14, 254-272.	2.1	157
27	The behavioral validity of the strategy method in public good experiments. Journal of Economic Psychology, 2012, 33, 897-913.	2.2	144
28	Social comparison and performance: Experimental evidence on the fair wage-effort hypothesis. Journal of Economic Behavior and Organization, 2010, 76, 531-543.	2.0	143
29	PEER EFFECTS IN PRO-SOCIAL BEHAVIOR: SOCIAL NORMS OR SOCIAL PREFERENCES?. Journal of the European Economic Association, 2013, 11, 548-573.	3.5	140
30	WHO MAKES A GOOD LEADER? COOPERATIVENESS, OPTIMISM, AND LEADING BY EXAMPLE. Economic Inquiry, 2012, 50, 953-967.	1.8	118
31	LIVING IN TWO NEIGHBORHOODS—SOCIAL INTERACTION EFFECTS IN THE LABORATORY. Economic Inquiry, 2013, 51, 563-578.	1.8	110
32	Intrinsic motivation and extrinsic incentives in a repeated game with incomplete contracts. Journal of Economic Psychology, 1999, 20, 251-284.	2.2	94
33	Reciprocity and the tragedies of maintaining and providing the commons. Nature Human Behaviour, 2017, 1, 650-656.	12.0	94
34	Are experimental economists prone to framing effects? A natural field experiment. Journal of Economic Behavior and Organization, 2009, 70, 443-446.	2.0	91
35	Fairness and Retaliation. , 2000, , 153-173.		87
36	Dividing Justly in Bargaining Problems with Claims. Social Choice and Welfare, 2006, 27, 571-594.	0.8	84

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37	Sequential vs. simultaneous contributions to public goods: Experimental evidence. Journal of Public Economics, 2010, 94, 515-522.	4.3	84
38	The science of experimental economics. Journal of Economic Behavior and Organization, 2010, 73, 122-131.	2.0	84
39	Religion, discrimination and trust across three cultures. European Economic Review, 2016, 90, 280-301.	2.3	74
40	Social proximity and the erosion of norm compliance. Games and Economic Behavior, 2022, 132, 59-72.	0.8	74
41	Initiating private-collective innovation: The fragility of knowledge sharing. Research Policy, 2010, 39, 893-906.	6.4	67
42	Moral judgments in social dilemmas: How bad is free riding?. Journal of Public Economics, 2011, 95, 253-264.	4.3	67
43	Efficient Contracting and Fair Play in a Simple Principal-Agent Experiment. SSRN Electronic Journal, 2000, , .	0.4	66
44	Leaders as role models and "belief managers"™ in social dilemmas. Journal of Economic Behavior and Organization, 2018, 154, 321-334.	2.0	66
45	The importance of peers for compliance with norms of fair sharing. European Economic Review, 2017, 97, 72-86.	2.3	64
46	Work Motivation, Institutions, and Performance. , 2002, , 351-372.		58
47	Efficient Contracting and Fair Play in a Simple Principal-Agent Experiment. Experimental Economics, 2002, 5, 5-27.	2.1	53
48	Moderating Loss Aversion: Loss Aversion Has Moderators, But Reports of its Death are Greatly Exaggerated. Journal of Consumer Psychology, 2020, 30, 407-428.	4.5	53
49	Combining "real effort" with induced effort costs: the ball-catching task. Experimental Economics, 2016, 19, 687-712.	2.1	52
50	Individual-level loss aversion in riskless and risky choices. Theory and Decision, 2022, 92, 599-624.	1.0	52
51	The Impact of Social Comparisons on Reciprocity*. Scandinavian Journal of Economics, 2012, 114, 1346-1367.	1.4	51
52	Peer effects and social preferences in voluntary cooperation: A theoretical and experimental analysis. Journal of Economic Psychology, 2015, 48, 72-88.	2.2	50
53	Eye Movements in Strategic Choice. Journal of Behavioral Decision Making, 2016, 29, 137-156.	1.7	49
54	LIONESS Lab: a free web-based platform for conducting interactive experiments online. Journal of the Economic Science Association, 2020, 6, 95-111.	2.3	46

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55	A Simple Mechanism for the Efficient Provision of Public Goods - Experimental Evidence. SSRN Electronic Journal, 2000, , .	0.4	41
56	Heterogeneous Social Preferences and the Dynamics of Free Riding in Public Goods. SSRN Electronic Journal, 0, , .	0.4	40
57	(Dis)advantages of student subjects: What is your research question?. Behavioral and Brain Sciences, 2010, 33, 92-93.	0.7	38
58	Growth and inequality in public good provision. Journal of Public Economics, 2017, 150, 1-13.	4.3	37
59	How effective are trust- and reciprocity-based incentives?. , 1998, , 337-363.		32
60	Social Learning and Voluntary Cooperation Among Like-minded People. SSRN Electronic Journal, 2004, , .	0.4	31
61	Cross-cultural differences in norm enforcement. Behavioral and Brain Sciences, 2005, 28, 822-823.	0.7	30
62	Stated and revealed inequality aversion in three subject pools. Journal of the Economic Science Association, 2015, 1, 43-58.	2.3	30
63	People prefer coordinated punishment in cooperative interactions. Nature Human Behaviour, 2019, 3, 1145-1153.	12.0	30
64	Social Proximity and the Evolution of Norm Compliance. SSRN Electronic Journal, 2019, , .	0.4	30
65	Dispositional free riders do not free ride on punishment. Nature Communications, 2018, 9, 2390.	12.8	28
66	The puzzle of human cooperation. Nature, 2003, 421, 912-912.	27.8	27
67	Fairness in the Labour Market. Contributions To Economics, 2002, , 95-132.	0.3	26
68	Does Social Exchange Increase Voluntary Cooperation?. Kyklos, 1996, 49, 541-554.	1.4	24
69	Egalitarian motive and altruistic punishment (reply). Nature, 2005, 433, E1-E2.	27.8	24
70	Social mindfulness and prosociality vary across the globe. Proceedings of the National Academy of Sciences of the United States of America, 2021, 118, .	7.1	20
71	Conditional cooperation and betrayal aversion. Journal of Economic Behavior and Organization, 2017, 141, 110-121.	2.0	19
72	Micromotives, Microstructure, and Macrobbehavior: The Case of Voluntary Cooperation. Journal of Mathematical Sociology, 2011, 35, 26-65.	1.2	17

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73	Contextualised strong reciprocity explains selfless cooperation despite selfish intuitions and weak social heuristics. Scientific Reports, 2021, 11, 13868.	3.3	16
74	Societal background influences social learning in cooperative decision making. Evolution and Human Behavior, 2018, 39, 547-555.	2.2	15
75	Carrot or stick?. Nature, 2012, 483, 39-40.	27.8	12
76	Cournot Competition and Hit-and-Run Entry and Exit in a Teaching Experiment. Journal of Economic Education, 2006, 37, 418-430.	1.3	11
77	A cooperative instinct. Nature, 2012, 489, 374-375.	27.8	10
78	In the lab and the field: Punishment is rare in equilibrium. Behavioral and Brain Sciences, 2012, 35, 26-28.	0.7	9
79	LIONESS Lab – A Free Web-Based Platform for Conducting Interactive Experiments Online. SSRN Electronic Journal, 2019, , .	0.4	9
80	Improvements and Future Challenges for the Research Infrastructure in the Field 'Experimental Economics'. SSRN Electronic Journal, 0, , .	0.4	9
81	Conforming with peers in honesty and cooperation. Journal of Economic Behavior and Organization, 2022, 195, 75-86.	2.0	8
82	Conducting Interactive Experiments Online. SSRN Electronic Journal, 0, , .	0.4	7
83	Wie wirken Anreizverträge?. , 2001, , 145-173.		5
84	Chapter 15 Wage Differentials in Experimental Efficiency Wage Markets. Handbook of Experimental Economics Results, 2008, , 120-126.	0.2	4
85	Visible inequality breeds more inequality. Nature, 2015, 526, 333-334.	27.8	4
86	DISAPPOINTMENT AVERSION AND SOCIAL COMPARISONS IN A REAL-EFFORT COMPETITION. Economic Inquiry, 2018, 56, 1512-1525.	1.8	4
87	Preferences and perceptions in Provision and Maintenance public goods. Games and Economic Behavior, 2022, 135, 338-355.	0.8	4
88	CHAPTER EIGHTEEN. Fairness and Retaliation: The Economics of Reciprocity. , 2004, , 510-532.		3
89	Chapter 37 Reciprocity and Contract Enforcement. Handbook of Experimental Economics Results, 2008, 1, 319-324.	0.2	3
90	Design a Contract: A Simple Principal-Agent Problem as a Classroom Experiment. Journal of Economic Education, 2009, 40, 173-187.	1.3	3

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91	Vorwort des Gastherausgebers Experimentelle Ã–konomie: Neue Wege, neue Erkenntnisse?. Perspektiven Der Wirtschaftspolitik, 2009, 10, 1-13.	0.4	3
92	Design a Contract! A Simple Principal-Agent Problem as a Classroom Experiment. SSRN Electronic Journal, 2006, , .	0.4	2
93	Growth and Inequality in Public Good Games. SSRN Electronic Journal, 0, , .	0.4	2
94	experimental labour economics. , 2010, , 107-112.		2
95	(Dis)Advantages of Student Subjects: What is Your Research Question?. SSRN Electronic Journal, 0, , .	0.4	1
96	Occasional errors can benefit coordination. Nature, 2017, 545, 297-298.	27.8	1
97	Experimental Labour Economics. , 2008, , 1-5.		1
98	Reply to Komatsu etÂal.: From local social mindfulness to global sustainability efforts?. Proceedings of the National Academy of Sciences of the United States of America, 2022, 119, e2119303118.	7.1	1
99	Reply to Nielsen etÂal.: Social mindfulness is associated with countriesâ€™ environmental performance and individual environmental concern. Proceedings of the National Academy of Sciences of the United States of America, 2022, 119, .	7.1	1
100	Institutions Fostering Public Goods Provision. , 2010, , 167-184.		0
101	Experimental Labour Economics. , 2018, , 4239-4243.		0
102	Social closeness can help, harm and be irrelevant in solving pure coordination problems. Economics Letters, 2022, , 110552.	1.9	0