

Simon Gaechter

List of Publications by Year in descending order

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Version: 2024-02-01

102
papers

26,002
citations

61945

43
h-index

53190

85
g-index

108
all docs

108
docs citations

108
times ranked

9140
citing authors

#	ARTICLE	IF	CITATIONS
1	Individual-level loss aversion in riskless and risky choices. <i>Theory and Decision</i> , 2022, 92, 599-624.	0.5	52
2	Social proximity and the erosion of norm compliance. <i>Games and Economic Behavior</i> , 2022, 132, 59-72.	0.4	74
3	Reply to Komatsu etÂal.: From local social mindfulness to global sustainability efforts?. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2022, 119, e2119303118.	3.3	1
4	Conforming with peers in honesty and cooperation. <i>Journal of Economic Behavior and Organization</i> , 2022, 195, 75-86.	1.0	8
5	Reply to Nielsen etÂal.: Social mindfulness is associated with countriesâ€™ environmental performance and individual environmental concern. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2022, 119, .	3.3	1
6	Social closeness can help, harm and be irrelevant in solving pure coordination problems. <i>Economics Letters</i> , 2022, , 110552.	0.9	0
7	Preferences and perceptions in Provision and Maintenance public goods. <i>Games and Economic Behavior</i> , 2022, 135, 338-355.	0.4	4
8	Contextualised strong reciprocity explains selfless cooperation despite selfish intuitions and weak social heuristics. <i>Scientific Reports</i> , 2021, 11, 13868.	1.6	16
9	Social mindfulness and prosociality vary across the globe. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2021, 118, .	3.3	20
10	Moderating Loss Aversion: Loss Aversion Has Moderators, But Reports of its Death are Greatly Exaggerated. <i>Journal of Consumer Psychology</i> , 2020, 30, 407-428.	3.2	53
11	LIONESS Lab: a free web-based platform for conducting interactive experiments online. <i>Journal of the Economic Science Association</i> , 2020, 6, 95-111.	1.8	46
12	People prefer coordinated punishment in cooperative interactions. <i>Nature Human Behaviour</i> , 2019, 3, 1145-1153.	6.2	30
13	Social Proximity and the Evolution of Norm Compliance. <i>SSRN Electronic Journal</i> , 2019, , .	0.4	30
14	LIONESS Lab â€“ A Free Web-Based Platform for Conducting Interactive Experiments Online. <i>SSRN Electronic Journal</i> , 2019, , .	0.4	9
15	DISAPPOINTMENT AVERSION AND SOCIAL COMPARISONS IN A REALâ€™EFFORT COMPETITION. <i>Economic Inquiry</i> , 2018, 56, 1512-1525.	1.0	4
16	Conducting interactive experiments online. <i>Experimental Economics</i> , 2018, 21, 99-131.	1.0	226
17	Societal background influences social learning in cooperative decision making. <i>Evolution and Human Behavior</i> , 2018, 39, 547-555.	1.4	15
18	Dispositional free riders do not free ride on punishment. <i>Nature Communications</i> , 2018, 9, 2390.	5.8	28

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19	Leaders as role models and "belief managers"™ in social dilemmas. <i>Journal of Economic Behavior and Organization</i> , 2018, 154, 321-334.	1.0	66
20	<i>Experimental Labour Economics</i> . , 2018, , 4239-4243.		0
21	Occasional errors can benefit coordination. <i>Nature</i> , 2017, 545, 297-298.	13.7	1
22	Growth and inequality in public good provision. <i>Journal of Public Economics</i> , 2017, 150, 1-13.	2.2	37
23	Reciprocity and the tragedies of maintaining and providing the commons. <i>Nature Human Behaviour</i> , 2017, 1, 650-656.	6.2	94
24	The importance of peers for compliance with norms of fair sharing. <i>European Economic Review</i> , 2017, 97, 72-86.	1.2	64
25	Conditional cooperation and betrayal aversion. <i>Journal of Economic Behavior and Organization</i> , 2017, 141, 110-121.	1.0	19
26	Religion, discrimination and trust across three cultures. <i>European Economic Review</i> , 2016, 90, 280-301.	1.2	74
27	Eye Movements in Strategic Choice. <i>Journal of Behavioral Decision Making</i> , 2016, 29, 137-156.	1.0	49
28	Combining "real effort" with induced effort costs: the ball-catching task. <i>Experimental Economics</i> , 2016, 19, 687-712.	1.0	52
29	Intrinsic honesty and the prevalence of rule violations across societies. <i>Nature</i> , 2016, 531, 496-499.	13.7	337
30	Peer effects and social preferences in voluntary cooperation: A theoretical and experimental analysis. <i>Journal of Economic Psychology</i> , 2015, 48, 72-88.	1.1	50
31	Measuring the Closeness of Relationships: A Comprehensive Evaluation of the 'Inclusion of the Other in the Self' Scale. <i>PLoS ONE</i> , 2015, 10, e0129478.	1.1	170
32	Stated and revealed inequality aversion in three subject pools. <i>Journal of the Economic Science Association</i> , 2015, 1, 43-58.	1.8	30
33	Visible inequality breeds more inequality. <i>Nature</i> , 2015, 526, 333-334.	13.7	4
34	LIVING IN TWO NEIGHBORHOODS" SOCIAL INTERACTION EFFECTS IN THE LABORATORY. <i>Economic Inquiry</i> , 2013, 51, 563-578.	1.0	110
35	PEER EFFECTS IN PRO-SOCIAL BEHAVIOR: SOCIAL NORMS OR SOCIAL PREFERENCES?. <i>Journal of the European Economic Association</i> , 2013, 11, 548-573.	1.9	140
36	Carrot or stick?. <i>Nature</i> , 2012, 483, 39-40.	13.7	12

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37	In the lab and the field: Punishment is rare in equilibrium. Behavioral and Brain Sciences, 2012, 35, 26-28.	0.4	9
38	The Impact of Social Comparisons on Reciprocity*. Scandinavian Journal of Economics, 2012, 114, 1346-1367.	0.7	51
39	A cooperative instinct. Nature, 2012, 489, 374-375.	13.7	10
40	The behavioral validity of the strategy method in public good experiments. Journal of Economic Psychology, 2012, 33, 897-913.	1.1	144
41	WHO MAKES A GOOD LEADER? COOPERATIVENESS, OPTIMISM, AND LEADING BY EXAMPLE. Economic Inquiry, 2012, 50, 953-967.	1.0	118
42	Micromotives, Microstructure, and Macrobehavior: The Case of Voluntary Cooperation. Journal of Mathematical Sociology, 2011, 35, 26-65.	0.6	17
43	The framing of games and the psychology of play. Games and Economic Behavior, 2011, 73, 459-478.	0.4	310
44	The limits of self-governance when cooperators get punished: Experimental evidence from urban and rural Russia. European Economic Review, 2011, 55, 193-210.	1.2	157
45	Moral judgments in social dilemmas: How bad is free riding?. Journal of Public Economics, 2011, 95, 253-264.	2.2	67
46	Framing and free riding: emotional responses and punishment in social dilemma games. Experimental Economics, 2011, 14, 254-272.	1.0	157
47	The effects of (incentivized) belief elicitation in public goods experiments. Experimental Economics, 2010, 13, 364-377.	1.0	257
48	Sequential vs. simultaneous contributions to public goods: Experimental evidence. Journal of Public Economics, 2010, 94, 515-522.	2.2	84
49	(Dis)advantages of student subjects: What is your research question?. Behavioral and Brain Sciences, 2010, 33, 92-93.	0.4	38
50	Culture and cooperation. Philosophical Transactions of the Royal Society B: Biological Sciences, 2010, 365, 2651-2661.	1.8	206
51	The science of experimental economics. Journal of Economic Behavior and Organization, 2010, 73, 122-131.	1.0	84
52	Social comparison and performance: Experimental evidence on the fair wage-effort hypothesis. Journal of Economic Behavior and Organization, 2010, 76, 531-543.	1.0	143
53	Initiating private-collective innovation: The fragility of knowledge sharing. Research Policy, 2010, 39, 893-906.	3.3	67
54	Social Preferences, Beliefs, and the Dynamics of Free Riding in Public Goods Experiments. American Economic Review, 2010, 100, 541-556.	4.0	940

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55	experimental labour economics. , 2010, , 107-112.		2
56	Institutions Fostering Public Goods Provision. , 2010, , 167-184.		0
57	Design a Contract: A Simple Principal-Agent Problem as a Classroom Experiment. Journal of Economic Education, 2009, 40, 173-187.	0.8	3
58	Reciprocity, culture and human cooperation: previous insights and a new cross-cultural experiment. Philosophical Transactions of the Royal Society B: Biological Sciences, 2009, 364, 791-806.	1.8	352
59	Vorwort des Gastherausgebers Experimentelle Ökonomie: Neue Wege, neue Erkenntnisse?. Perspektiven Der Wirtschaftspolitik, 2009, 10, 1-13.	0.2	3
60	Are experimental economists prone to framing effects? A natural field experiment. Journal of Economic Behavior and Organization, 2009, 70, 443-446.	1.0	91
61	Antisocial Punishment Across Societies. Science, 2008, 319, 1362-1367.	6.0	1,639
62	Chapter 15 Wage Differentials in Experimental Efficiency Wage Markets. Handbook of Experimental Economics Results, 2008, , 120-126.	0.2	4
63	The Long-Run Benefits of Punishment. Science, 2008, 322, 1510-1510.	6.0	467
64	Chapter 37 Reciprocity and Contract Enforcement. Handbook of Experimental Economics Results, 2008, 1, 319-324.	0.2	3
65	Experimental Labour Economics. , 2008, , 1-5.		1
66	Design a Contract! A Simple Principal-Agent Problem as a Classroom Experiment. SSRN Electronic Journal, 2006, , .	0.4	2
67	Dividing Justly in Bargaining Problems with Claims. Social Choice and Welfare, 2006, 27, 571-594.	0.4	84
68	Cournot Competition and Hit-and-Run Entry and Exit in a Teaching Experiment. Journal of Economic Education, 2006, 37, 418-430.	0.8	11
69	Moral Property Rights in Bargaining with Infeasible Claims. Management Science, 2005, 51, 249-263.	2.4	235
70	Egalitarian motive and altruistic punishment (reply). Nature, 2005, 433, E1-E2.	18.7	24
71	Social Learning and Voluntary Cooperation among like-Minded People. Journal of the European Economic Association, 2005, 3, 303-314.	1.9	199
72	Cross-cultural differences in norm enforcement. Behavioral and Brain Sciences, 2005, 28, 822-823.	0.4	30

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73	CHAPTER EIGHTEEN. Fairness and Retaliation: The Economics of Reciprocity. , 2004, , 510-532.		3
74	Social Learning and Voluntary Cooperation Among Like-minded People. SSRN Electronic Journal, 2004, , .	0.4	31
75	Trust, voluntary cooperation, and socio-economic background: survey and experimental evidence. Journal of Economic Behavior and Organization, 2004, 55, 505-531.	1.0	280
76	The puzzle of human cooperation. Nature, 2003, 421, 912-912.	13.7	27
77	Strong reciprocity, human cooperation, and the enforcement of social norms. Human Nature, 2002, 13, 1-25.	0.8	1,160
78	Altruistic punishment in humans. Nature, 2002, 415, 137-140.	13.7	5,351
79	Reputation and Reciprocity: Consequences for the Labour Relation. Scandinavian Journal of Economics, 2002, 104, 1-26.	0.7	249
80	Efficient Contracting and Fair Play in a Simple Principal-Agent Experiment. Experimental Economics, 2002, 5, 5-27.	1.0	53
81	Work Motivation, Institutions, and Performance. , 2002, , 351-372.		58
82	Fairness in the Labour Market. Contributions To Economics, 2002, , 95-132.	0.2	26
83	Are people conditionally cooperative? Evidence from a public goods experiment. Economics Letters, 2001, 71, 397-404.	0.9	2,103
84	Wie wirken Anreizverträge?. , 2001, , 145-173.		5
85	A Simple Mechanism for the Efficient Provision of Public Goods - Experimental Evidence. SSRN Electronic Journal, 2000, , .	0.4	41
86	Efficient Contracting and Fair Play in a Simple Principal-Agent Experiment. SSRN Electronic Journal, 2000, , .	0.4	66
87	Fairness and Retaliation: The Economics of Reciprocity. Journal of Economic Perspectives, 2000, 14, 159-182.	2.7	2,665
88	Cooperation and Punishment in Public Goods Experiments. American Economic Review, 2000, 90, 980-994.	4.0	3,365
89	A Simple Mechanism for the Efficient Provision of Public Goods: Experimental Evidence. American Economic Review, 2000, 90, 247-264.	4.0	250
90	Fairness and Retaliation. , 2000, , 153-173.		87

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91	Intrinsic motivation and extrinsic incentives in a repeated game with incomplete contracts. Journal of Economic Psychology, 1999, 20, 251-284.	1.1	94
92	Collective action as a social exchange. Journal of Economic Behavior and Organization, 1999, 39, 341-369.	1.0	349
93	Reciprocity and economics: The economic implications of Homo Reciprocans. European Economic Review, 1998, 42, 845-859.	1.2	430
94	When Social Norms Overpower Competition: Gift Exchange in Experimental Labor Markets. Journal of Labor Economics, 1998, 16, 324-351.	1.5	348
95	How effective are trust- and reciprocity-based incentives?. , 1998, , 337-363.		32
96	Reciprocity as a Contract Enforcement Device: Experimental Evidence. Econometrica, 1997, 65, 833.	2.6	882
97	Does Social Exchange Increase Voluntary Cooperation?. Kyklos, 1996, 49, 541-554.	0.7	24
98	(Dis)Advantages of Student Subjects: What is Your Research Question?. SSRN Electronic Journal, 0, , .	0.4	1
99	Growth and Inequality in Public Good Games. SSRN Electronic Journal, 0, , .	0.4	2
100	Conducting Interactive Experiments Online. SSRN Electronic Journal, 0, , .	0.4	7
101	Improvements and Future Challenges for the Research Infrastructure in the Field 'Experimental Economics'. SSRN Electronic Journal, 0, , .	0.4	9
102	Heterogeneous Social Preferences and the Dynamics of Free Riding in Public Goods. SSRN Electronic Journal, 0, , .	0.4	40