

# Andreas Gläc̃kner

## List of Publications by Year in descending order

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Version: 2024-02-01

101  
papers

8,439  
citations

201575

27  
h-index

54882

84  
g-index

116  
all docs

116  
docs citations

116  
times ranked

10435  
citing authors

#	ARTICLE	IF	CITATIONS
1	The effects of trait social anxiety on affective and behavioral reactions to others' resource allocations. <i>Journal of Behavioral Decision Making</i> , 2022, 35, .	1.0	5
2	Awareness of option attractiveness increases the attraction search effect: Modeling the awareness effect in an extended iCodes model.. <i>Decision</i> , 2022, 9, 43-59.	0.4	0
3	Ambivalence in decision making: An eye tracking study. <i>Cognitive Psychology</i> , 2022, 134, 101464.	0.9	7
4	Does she compensate the victim while he punishes the perpetrator? No gender differences in anonymous economic games across 11 nations. <i>Journal of Behavioral Decision Making</i> , 2021, 34, 261-274.	1.0	4
5	Similarity Predicts Cross-National Social Preferences. <i>Social Psychological and Personality Science</i> , 2021, 12, 1486-1498.	2.4	11
6	Sex Differences Concerning Prosocial Behavior in Social Dilemmas Are (Partially) Mediated by Risk Preferences But Not Social Preferences. <i>Social Psychology</i> , 2021, 52, 61-74.	0.3	4
7	Perceptions of the appropriate response to norm violation in 57 societies. <i>Nature Communications</i> , 2021, 12, 1481.	5.8	51
8	Personality psychology in times of crisis: Profile-specific recommendations on how to deal with COVID-19. <i>Personality and Individual Differences</i> , 2021, 174, 110676.	1.6	5
9	Salience effects in information acquisition: No evidence for a top-down coherence influence. <i>Memory and Cognition</i> , 2021, 49, 1537-1554.	0.9	2
10	Altruistic Giving Toward Refugees: Identifying Factors That Increase Citizens' Willingness to Help. <i>Frontiers in Psychology</i> , 2021, 12, 689184.	1.1	6
11	Prosocial behavior during the COVID-19 pandemic in Germany. The role of responsibility and vulnerability. <i>Heliyon</i> , 2021, 7, e08041.	1.4	19
12	Information search, coherence effects, and their interplay in legal decision making. <i>Journal of Economic Psychology</i> , 2021, 87, 102445.	1.1	6
13	How to Teach Open Science Principles in the Undergraduate Curriculum? The Hagen Cumulative Science Project. <i>Psychology Learning and Teaching</i> , 2020, 19, 91-106.	1.3	16
14	Paranormal beliefs and individual differences: story seeking without reasoned review. <i>Heliyon</i> , 2020, 6, e04259.	1.4	21
15	Violations of coalescing in parametric utility measurement. <i>Theory and Decision</i> , 2020, 89, 471-501.	0.5	0
16	The behavioural challenge of the COVID-19 pandemic: indirect measurements and personalized attitude changing treatments (IMPACT). <i>Royal Society Open Science</i> , 2020, 7, 201131.	1.1	20
17	The ABC of society: Perceived similarity in agency/socioeconomic success and conservative-progressive beliefs increases intergroup cooperation. <i>Journal of Experimental Social Psychology</i> , 2020, 90, 103996.	1.3	16
18	Perceived Biological and Social Characteristics of a Representative Set of German First Names. <i>Social Psychology</i> , 2020, 51, 17-34.	0.3	9

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19	Coherence-based reasoning and order effects in legal judgments.. Psychology, Public Policy, and Law, 2020, 26, 333-352.	0.9	5
20	Legitimität und Rechtsbefolgung: Eine empirisch-psychologische Perspektive. , 2020, , 47-64.		0
21	Minimizing inequality versus maximizing joint gains: On the relation between personality traits and different prosocial motivations. Journal of Research in Personality, 2019, 81, 153-157.	0.9	9
22	A cross-national analysis of sex differences in prisoner's dilemma games. British Journal of Social Psychology, 2019, 58, 225-240.	1.8	24
23	Meaningful Model Comparisons have to Include Reasonable Competing Models and also all Data: A Rejoinder to Rieskamp (2018). Journal of Behavioral Decision Making, 2018, 31, 289-293.	1.0	2
24	Some Metatheoretical Reflections on Adaptive Decision Making and the Strategy Selection Problem. Journal of Behavioral Decision Making, 2018, 31, 181-198.	1.0	11
25	How to Identify Strategy Use and Adaptive Strategy Selection: The Crucial Role of Chance Correction in Weighted Compensatory Strategies. Journal of Behavioral Decision Making, 2018, 31, 265-279.	1.0	7
26	Think it through before making a choice? Processing mode does not influence social mindfulness. Journal of Experimental Social Psychology, 2018, 74, 85-97.	1.3	24
27	From spontaneous cooperation to spontaneous punishment – Distinguishing the underlying motives driving spontaneous behavior in first and second order public good games. Organizational Behavior and Human Decision Processes, 2018, 149, 59-72.	1.4	16
28	The joint benefits of observed and unobserved social sanctions. Journal of Behavioral and Experimental Economics, 2018, 75, 105-116.	0.5	1
29	A new and unique prediction for cue-search in a parallel-constraint satisfaction network model: The attraction search effect.. Psychological Review, 2018, 125, 744-768.	2.7	23
30	Geschlechts- und Herkunftseffekte bei der Benotung juristischer Staatsprüfungen. Zeitschrift für Didaktik Der Rechtswissenschaft, 2018, 5, 115-142.	0.1	6
31	Registered Replication Report: Rand, Greene, and Nowak (2012). Perspectives on Psychological Science, 2017, 12, 527-542.	5.2	129
32	What Provides Justification for Cheating – Producing or Observing Counterfactuals?. Journal of Behavioral Decision Making, 2017, 30, 964-975.	1.0	18
33	When knowledge activated from memory intrudes on probabilistic inferences from description - the case of stereotypes. Acta Psychologica, 2017, 180, 64-78.	0.7	3
34	Race for Power in Public Good Games with Unequal, Unstable Punishment Power. Journal of Behavioral Decision Making, 2017, 30, 582-609.	1.0	4
35	“You can see it in your eyes” Biased Processing and Increased Arousal in Dishonest Responses. Journal of Behavioral Decision Making, 2016, 29, 322-335.	1.0	43
36	Psychology and Disaster: Why We Do Not See Looming Disasters and How Our Way of Thinking Causes Them. Global Policy, 2016, 7, 16-24.	1.0	7

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37	Do direct-democratic procedures lead to higher acceptance than political representation?. Public Choice, 2016, 167, 47-65.	1.0	32
38	Multinational investigation of cross-societal cooperation. Proceedings of the National Academy of Sciences of the United States of America, 2016, 113, 10836-10841.	3.3	36
39	The reversed description-experience gap: Disentangling sources of presentation format effects in risky choice.. Journal of Experimental Psychology: General, 2016, 145, 486-508.	1.5	54
40	Revealing side effects of quota rules on group cooperation. Journal of Economic Psychology, 2016, 57, 136-152.	1.1	7
41	Finding the right fit: A comparison of process assumptions underlying popular drift-diffusion models.. Journal of Experimental Psychology: Learning Memory and Cognition, 2016, 42, 1982-1993.	0.7	22
42	Spontaneous cooperation for prosocials, but not for proselfs: Social value orientation moderates spontaneous cooperation behavior. Scientific Reports, 2016, 6, 21555.	1.6	48
43	Bonn eXperimental System (BoXS): An open-source platform for interactive experiments in psychology and economics. Behavior Research Methods, 2016, 48, 1454-1475.	2.3	13
44	Disentangling Psychological Sources of Overpricing in Anticommons Dilemmas: Strategic Incentives, Endowment Effects, and Interdependence of Outcomes. Journal of Behavioral Decision Making, 2015, 28, 224-238.	1.0	8
45	The development of ingroup favoritism in repeated social dilemmas. Frontiers in Psychology, 2015, 6, 476.	1.1	19
46	Attention and moral behavior. Current Opinion in Psychology, 2015, 6, 139-144.	2.5	28
47	STICKY REBATES: LOYALTY REBATES IMPEDE RATIONAL SWITCHING OF CONSUMERS. Journal of Competition Law and Economics, 2015, 11, 431-461.	0.6	2
48	Estimating the reproducibility of psychological science. Science, 2015, 349, aac4716.	6.0	4,926
49	When Relevance Matters. Social Psychology, 2015, 46, 4-12.	0.3	13
50	Personality and prosocial behavior: Linking basic traits and social value orientations.. Journal of Personality and Social Psychology, 2014, 107, 529-539.	2.6	156
51	What is adaptive about adaptive decision making? A parallel constraint satisfaction account. Cognition, 2014, 133, 641-666.	1.1	73
52	First impressions are more important than early intervention: Qualifying broken windows theory in the lab. International Review of Law and Economics, 2014, 37, 126-136.	0.5	18
53	Single-process versus multiple-strategy models of decision making: Evidence from an information intrusion paradigm. Acta Psychologica, 2014, 146, 84-96.	0.7	34
54	Zur Benotung in der Examensvorbereitung und im ersten Examen. Zeitschrift für Didaktik Der Rechtswissenschaft, 2014, 1, 8-27.	0.1	10

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55	Role-Induced Bias in Court: An Experimental Analysis. <i>Journal of Behavioral Decision Making</i> , 2013, 26, 272-284.	1.0	42
56	Development of legal expertise. <i>Instructional Science</i> , 2013, 41, 989-1007.	1.1	1
57	Do people learn option or strategy routines in multi-attribute decisions? The answer depends on subtle factors. <i>Acta Psychologica</i> , 2013, 143, 200-209.	0.7	14
58	Social Value Orientation and information search in social dilemmas: An eye-tracking analysis. <i>Organizational Behavior and Human Decision Processes</i> , 2013, 120, 272-284.	1.4	150
59	Can We Trust Intuitive Jurors? Standards of Proof and the Probative Value of Evidence in Coherence-Based Reasoning. <i>Journal of Empirical Legal Studies</i> , 2013, 10, 230-252.	0.5	28
60	The rationality of different kinds of intuitive decision processes. <i>Synthese</i> , 2012, 189, 147-160.	0.6	25
61	Processing Differences between Descriptions and Experience: A Comparative Analysis Using Eye-Tracking and Physiological Measures. <i>Frontiers in Psychology</i> , 2012, 3, 173.	1.1	47
62	The Dynamics of Decision Making in Risky Choice: An Eye-Tracking Analysis. <i>Frontiers in Psychology</i> , 2012, 3, 335.	1.1	166
63	Role Induced Bias in Court: An Experimental Analysis. <i>SSRN Electronic Journal</i> , 2012, , .	0.4	0
64	Decisions beyond boundaries: When more information is processed faster than less. <i>Acta Psychologica</i> , 2012, 139, 532-542.	0.7	63
65	Network approaches for expert decisions in sports. <i>Human Movement Science</i> , 2012, 31, 318-333.	0.6	51
66	Cognitive models of risky choice: Parameter stability and predictive accuracy of prospect theory. <i>Cognition</i> , 2012, 123, 21-32.	1.1	127
67	Risk is relative: Risk aversion yields cooperation rather than defection in cooperation-friendly environments. <i>Psychonomic Bulletin and Review</i> , 2012, 19, 546-553.	1.4	29
68	The More the Better? Effects of Training, Experience and Information Amount in Legal Judgments. <i>Applied Cognitive Psychology</i> , 2012, 26, 223-233.	0.9	6
69	Conscious and unconscious thought in risky choice: testing the capacity principle and the appropriate weighting principle of unconscious thought theory. <i>Frontiers in Psychology</i> , 2011, 2, 261.	1.1	11
70	GAME OVER: Empirical support for soccer bets regulation.. <i>Psychology, Public Policy, and Law</i> , 2011, 17, 475-506.	0.9	3
71	LEADING WITH(OUT) SACRIFICE? A PUBLIC-GOODS EXPERIMENT WITH A PRIVILEGED PLAYER. <i>Economic Inquiry</i> , 2011, 49, 591-597.	1.0	37
72	Yes, they can! Appropriate weighting of small probabilities as a function of information acquisition. <i>Acta Psychologica</i> , 2011, 138, 390-396.	0.7	28

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73	An eye-tracking study on information processing in risky decisions: Evidence for compensatory strategies based on automatic processes. <i>Journal of Behavioral Decision Making</i> , 2011, 24, 71-98.	1.0	251
74	The Interplay of Experience-Based Affective and Probabilistic Cues in Decision Making. <i>Experimental Psychology</i> , 2011, 58, 132-141.	0.3	14
75	Parallel Constraint Satisfaction in Memory-Based Decisions. <i>Experimental Psychology</i> , 2011, 58, 180-195.	0.3	26
76	Coherence shifts in probabilistic inference tasks. <i>Journal of Behavioral Decision Making</i> , 2010, 23, 439-462.	1.0	77
77	Accounting for critical evidence while being precise and avoiding the strategy selection problem in a parallel constraint satisfaction approach: A reply to Marewski (2010). <i>Journal of Behavioral Decision Making</i> , 2010, 23, 468-472.	1.0	18
78	Beyond dual-process models: A categorisation of processes underlying intuitive judgement and decision making. <i>Thinking and Reasoning</i> , 2010, 16, 1-25.	2.1	306
79	Intuition in Judgment and Decision Making: Extensive Thinking Without Effort. <i>Psychological Inquiry</i> , 2010, 21, 279-294.	0.4	145
80	Game Over: Empirical Support for Soccer Bets Regulation. <i>SSRN Electronic Journal</i> , 2009, , .	0.4	0
81	Do people make decisions under risk based on ignorance? An empirical test of the priority heuristic against cumulative prospect theory. <i>Organizational Behavior and Human Decision Processes</i> , 2008, 107, 75-95.	1.4	93
82	Multiple-reason decision making based on automatic processing.. <i>Journal of Experimental Psychology: Learning Memory and Cognition</i> , 2008, 34, 1055-1075.	0.7	195
83	Information Processing in Decisions Under Risk: Evidence for Compensatory Strategies Based on Automatic Processes. <i>SSRN Electronic Journal</i> , 2008, , .	0.4	14
84	How Evolution Outwits Bounded Rationality. , 2008, , 259-284.		14
85	Oops, I did it again" relapse errors in routinized decision making. <i>Organizational Behavior and Human Decision Processes</i> , 2004, 93, 62-74.	1.4	99
86	The Effects of Routine Strength on Adaptation and Information Search in Recurrent Decision Making. <i>Organizational Behavior and Human Decision Processes</i> , 2001, 84, 23-53.	1.4	122
87	A Fine-Grained Analysis of the Jumping to Conclusions Bias in Schizophrenia: Data-Gathering, Response Confidence, and Information Integration. <i>SSRN Electronic Journal</i> , 0, , .	0.4	8
88	Multiple-Reason Decision Making Based on Automatic Processing. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3
89	Modeling Option and Strategy Choices with Connectionist Networks: Towards an Integrative Model of Automatic and Deliberate Decision Making. <i>SSRN Electronic Journal</i> , 0, , .	0.4	25
90	Coherence Shifts in Probabilistic Inference Tasks. <i>SSRN Electronic Journal</i> , 0, , .	0.4	7

#	ARTICLE	IF	CITATIONS
91	How Distinct are Intuition and Deliberation? An Eye-Tracking Analysis of Instruction-Induced Decision Modes. SSRN Electronic Journal, 0, , .	0.4	39
92	Can We Trust Intuitive Jurors? Standards of Proof and the Probative Value of Evidence in Coherence Based Reasoning. SSRN Electronic Journal, 0, , .	0.4	3
93	Base-Rate Respect by Intuition: Approximating Rational Choices in Base-Rate Tasks with Multiple Cues. SSRN Electronic Journal, 0, , .	0.4	4
94	Experts and Decision Making: First Steps towards a Unifying Theory of Decision Making in Novices, Intermediates and Experts. SSRN Electronic Journal, 0, , .	0.4	19
95	Parallel Constraint Satisfaction in Memory-Based Decisions. SSRN Electronic Journal, 0, , .	0.4	9
96	Sticky Rebates: Target Rebates Induce Non-Rational Loyalty in Consumers. SSRN Electronic Journal, 0, , .	0.4	2
97	Dangerous Games: The Psychological Case for Regulating Gambling. SSRN Electronic Journal, 0, , .	0.4	0
98	Does Political Representation through Parties Decrease Voters' Acceptance of Decisions?. SSRN Electronic Journal, 0, , .	0.4	0
99	Which Cognitive Process Is Used to Adapt Decision Making to Different Contexts?. Latest Thinking, 0, , .	0.0	0
100	Ten steps toward a better personality science – a rejoinder to the comments. Personality Science, 0, 3, .	1.3	2
101	Ten steps toward a better personality science – how quality may be rewarded more in research evaluation. Personality Science, 0, 3, .	1.3	8