

Dirk Sliwka

List of Publications by Year in descending order

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Version: 2024-02-01

54
papers

1,719
citations

361296

20
h-index

360920

35
g-index

54
all docs

54
docs citations

54
times ranked

936
citing authors

#	ARTICLE	IF	CITATIONS
1	Trust as a Signal of a Social Norm and the Hidden Costs of Incentive Schemes. <i>American Economic Review</i> , 2007, 97, 999-1012.	4.0	334
2	Envy and Compassion in Tournaments. <i>Journal of Economics and Management Strategy</i> , 2005, 14, 187-207.	0.4	155
3	Transparency, Inequity Aversion, and the Dynamics of Peer Pressure in Teams: Theory and Evidence. <i>Journal of Labor Economics</i> , 2008, 26, 693-720.	1.5	98
4	Bonus Payments and Reference Point Violations. <i>Management Science</i> , 2015, 61, 1496-1513.	2.4	93
5	Performance Appraisals and the Impact of Forced Distribution—An Experimental Investigation. <i>Management Science</i> , 2013, 59, 54-68.	2.4	80
6	Risk-taking tournaments — Theory and experimental evidence. <i>Journal of Economic Psychology</i> , 2010, 31, 254-268.	1.1	66
7	Evidence on performance pay and risk aversion. <i>Economics Letters</i> , 2010, 106, 8-11.	0.9	63
8	Risk Taking in Asymmetric Tournaments. <i>German Economic Review</i> , 2004, 5, 103-116.	0.5	52
9	Reference-Dependent Preferences and the Impact of Wage Increases on Job Satisfaction: Theory and Evidence. <i>Journal of Institutional and Theoretical Economics</i> , 2007, 163, 313.	0.1	50
10	The dark side of team incentives: Experimental evidence on advice quality from financial service professionals. <i>Journal of Economic Behavior and Organization</i> , 2013, 93, 266-272.	1.0	46
11	On the Use of Nonfinancial Performance Measures in Management Compensation. <i>Journal of Economics and Management Strategy</i> , 2002, 11, 487-511.	0.4	45
12	Wage Increases and the Dynamics of Reciprocity. <i>Journal of Labor Economics</i> , 2017, 35, 299-344.	1.5	40
13	Transparency and reciprocal behavior in employment relations. <i>Journal of Economic Behavior and Organization</i> , 2005, 56, 383-403.	1.0	39
14	Can Contracts Signal Social Norms? Experimental Evidence. <i>Management Science</i> , 2017, 63, 459-476.	2.4	38
15	Social ties and subjective performance evaluations: an empirical investigation. <i>Review of Managerial Science</i> , 2013, 7, 141-157.	4.3	36
16	Do new brooms sweep clean? When and why dismissing a manager increases the subordinates'™ performance. <i>European Economic Review</i> , 2003, 47, 877-890.	1.2	35
17	Managerial Turnover and Strategic Change. <i>Management Science</i> , 2007, 53, 1675-1687.	2.4	30
18	Disguising Lies—Image Concerns and Partial Lying in Cheating Games. <i>American Economic Journal: Microeconomics</i> , 2019, 11, 79-110.	0.7	30

#	ARTICLE	IF	CITATIONS
19	Job rotation and employee performance – evidence from a longitudinal study in the financial services industry. <i>International Journal of Human Resource Management</i> , 2018, 29, 1709-1735.	3.3	25
20	Career concerns in a simple experimental labour market. <i>European Economic Review</i> , 2006, 50, 147-170.	1.2	24
21	SHOULD YOU ALLOW YOUR EMPLOYEE TO BECOME YOUR COMPETITOR? ON NONCOMPETE AGREEMENTS IN EMPLOYMENT CONTRACTS*. <i>International Economic Review</i> , 2009, 50, 117-141.	0.6	23
22	The anatomy of performance appraisals in Germany. <i>International Journal of Human Resource Management</i> , 2009, 20, 2049-2065.	3.3	21
23	Measuring the use of human resources practices and employee attitudes. <i>Evidence-based HRM</i> , 2016, 4, 94-115.	0.5	21
24	More Dispersion, Higher Bonuses? On Differentiation in Subjective Performance Evaluations. <i>Journal of Labor Economics</i> , 2018, 36, 511-549.	1.5	21
25	Confidence in knowledge or confidence in the ability to learn: An experiment on the causal effects of beliefs on motivation. <i>Games and Economic Behavior</i> , 2018, 111, 122-142.	0.4	20
26	Timing of kindness – Evidence from a field experiment. <i>Journal of Economic Behavior and Organization</i> , 2015, 111, 79-87.	1.0	19
27	Strategic delegation and mergers in oligopolistic contests. <i>Journal of Economics and Business</i> , 2006, 58, 119-136.	1.7	18
28	The Complementary Use of Experiments and Field Data to Evaluate Management Practices: The Case of Subjective Performance Evaluations. <i>Journal of Institutional and Theoretical Economics</i> , 2016, 172, 364.	0.1	18
29	Social responsibility and incentives in the lab: Why do agents exert more effort when principals donate?. <i>Journal of Economic Behavior and Organization</i> , 2017, 142, 482-493.	1.0	18
30	Multitasking and Subjective Performance Evaluations: Theory and Evidence from a Field Experiment in a Bank. <i>Management Science</i> , 2019, 65, 5861-5883.	2.4	17
31	THE IMPACT OF MANAGERIAL CHANGE ON PERFORMANCE: THE ROLE OF TEAM HETEROGENEITY. <i>Economic Inquiry</i> , 2016, 54, 1128-1149.	1.0	16
32	The Contribution of Managers to Organizational Success. <i>Journal of Sports Economics</i> , 2018, 19, 786-819.	1.1	14
33	Prosocial managers, employee motivation, and the creation of shareholder value. <i>Journal of Economic Behavior and Organization</i> , 2020, 172, 217-235.	1.0	12
34	Wage premia for newly hired employees. <i>Labour Economics</i> , 2014, 31, 45-60.	0.9	11
35	Incentives and Cooperation in Firms: Field Evidence. <i>SSRN Electronic Journal</i> , 0, , .	0.4	11
36	Management Changes, Reputation, and “Big Bath” Earnings Management. <i>Journal of Economics and Management Strategy</i> , 2015, 24, 501-522.	0.4	10

#	ARTICLE	IF	CITATIONS
37	On the Costs and Benefits of Delegation in Organizations. <i>Journal of Institutional and Theoretical Economics</i> , 2001, 157, 568.	0.1	10
38	Organizational structure and innovative activity. <i>Economics of Governance</i> , 2003, 4, 187-214.	0.6	8
39	Heterogeneity, inequity aversion, and group performance. <i>Social Choice and Welfare</i> , 2016, 46, 263-286.	0.4	8
40	How to hire helpers? Evidence from a field experiment. <i>Experimental Economics</i> , 2016, 19, 577-594.	1.0	8
41	Performance Pay and Prior Learning – Evidence from a Retail Chain. <i>Management Science</i> , 2021, 67, 6998-7022.	2.4	6
42	Strategic Delegation and Mergers in Oligopolistic Contests. <i>SSRN Electronic Journal</i> , 0, , .	0.4	5
43	Risk Taking in Asymmetric Tournaments. <i>SSRN Electronic Journal</i> , 2002, , .	0.4	4
44	When higher prizes lead to lower efforts – The impact of favoritism in tournaments. <i>Economics Letters</i> , 2013, 120, 188-191.	0.9	4
45	Descriptive Norms and Guilt Aversion. <i>Journal of Economic Behavior and Organization</i> , 2021, 191, 293-311.	1.0	4
46	Talking About Performance or Paying for It? A Field Experiment on Performance Reviews and Incentives. <i>Management Science</i> , 2023, 69, 2198-2216.	2.4	4
47	Information Provision, Incentives, and Attention: A Field Experiment on Facilitating and Influencing Managers' Decisions. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3
48	On the Notion of Responsibility in Organizations. <i>Journal of Law, Economics, and Organization</i> , 2006, 22, 523-547.	0.8	2
49	Measuring the Use of Human Resources Practices and Employee Attitudes: The Linked Personnel Panel. <i>SSRN Electronic Journal</i> , 0, , .	0.4	1
50	Works councils and performance appraisals. <i>Journal of Participation and Employee Ownership</i> , 2020, 3, 29-50.	0.5	1
51	Employee identification and wages – on the economics of “Affective Commitment”. <i>Journal of Economic Behavior and Organization</i> , 2021, 188, 608-626.	1.0	1
52	Zu impliziten Anreizen in Arbeitsbeziehungen – eine experimentelle Studie. , 2003, , 71-94.		1
53	The Analysis of Incentives in Firms: An Experimental Approach. , 2010, , 221-241.		0
54	Bonus Plans, Subjective Performance Evaluations, and Career Concerns. , 2020, , 1-26.		0