

# Fabian Herweg

## List of Publications by Year in descending order

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Version: 2024-02-01

26  
papers

560  
citations

932766

10  
h-index

713013

21  
g-index

27  
all docs

27  
docs citations

27  
times ranked

294  
citing authors

#	ARTICLE	IF	CITATIONS
1	Binary Payment Schemes: Moral Hazard and Loss Aversion. <i>American Economic Review</i> , 2010, 100, 2451-2477.	4.0	167
2	UNCERTAIN DEMAND, CONSUMER LOSS AVERSION, AND FLAT-RATE TARIFFS. <i>Journal of the European Economic Association</i> , 2013, 11, 399-432.	1.9	75
3	The expectation-based loss-averse newsvendor. <i>Economics Letters</i> , 2013, 120, 429-432.	0.9	55
4	Loss Aversion and Inefficient Renegotiation. <i>Review of Economic Studies</i> , 2015, 82, 297-332.	2.9	43
5	Price Discrimination in Input Markets: Downstream Entry and Efficiency. <i>Journal of Economics and Management Strategy</i> , 2012, 21, 773-799.	0.4	33
6	Price Discrimination in Input Markets: Quantity Discounts and Private Information. <i>Economic Journal</i> , 2014, 124, 776-804.	1.9	30
7	A comparison of regret theory and salience theory for decisions under risk. <i>Journal of Economic Theory</i> , 2021, 193, 105226.	0.5	21
8	Salience, competition, and decoy goods. <i>Economics Letters</i> , 2017, 153, 28-31.	0.9	17
9	Auctions versus negotiations: the effects of inefficient renegotiation. <i>RAND Journal of Economics</i> , 2017, 48, 647-672.	1.3	17
10	Performance of procrastinators: on the value of deadlines. <i>Theory and Decision</i> , 2011, 70, 329-366.	0.5	16
11	Discriminatory nonlinear pricing, fixed costs, and welfare in intermediate-goods markets. <i>International Journal of Industrial Organization</i> , 2016, 46, 107-136.	0.6	13
12	OPTIMAL COST OVERRUNS: PROCUREMENT AUCTIONS WITH RENEGOTIATION. <i>International Economic Review</i> , 2018, 59, 1995-2021.	0.6	13
13	Fighting collusion by permitting price discrimination. <i>Economics Letters</i> , 2016, 145, 148-151.	0.9	9
14	Incomplete contracting, renegotiation, and expectation-based loss aversion. <i>Journal of Economic Behavior and Organization</i> , 2018, 145, 176-201.	1.0	8
15	Overlapping efforts in the EU Emissions Trading System. <i>Economics Letters</i> , 2020, 193, 109323.	0.9	8
16	Procurement with Unforeseen Contingencies. <i>Management Science</i> , 2020, 66, 2194-2212.	2.4	7
17	Context-dependent preferences and retailing: Vertical restraints on internet sales. <i>Journal of Behavioral and Experimental Economics</i> , 2020, 87, 101556.	0.5	7
18	Relaxing competition through quality differentiation and price discrimination. <i>Journal of Economics/ Zeitschrift Fur Nationalokonomie</i> , 2012, 106, 1-26.	0.5	5

#	ARTICLE	IF	CITATIONS
19	Bait and ditch: Consumer naïveté and salesforce incentives. <i>Journal of Economics and Management Strategy</i> , 2020, 29, 97-121.	0.4	4
20	Saliency in Retailing: Vertical Restraints on Internet Sales. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
21	Overconfidence in the Markets for Lemons. <i>Scandinavian Journal of Economics</i> , 2016, 118, 354-371.	0.7	2
22	Bayesian implementation and rent extraction in a multi-dimensional procurement problem. <i>International Journal of Industrial Organization</i> , 2020, 70, 102521.	0.6	2
23	Uncertain Demand, Consumer Loss Aversion, and Flat-Rate Tariffs. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
24	Incomplete Contracting, Renegotiation, and Expectation-Based Loss Aversion. <i>SSRN Electronic Journal</i> , 2016, , .	0.4	1
25	Multi-attribute heuristics and intertemporal choices. <i>Journal of Economic Behavior and Organization</i> , 2022, 200, 174-181.	1.0	1
26	Saliency Bias and Overwork. <i>Games</i> , 2022, 13, 15.	0.4	0