

Fabian Herweg

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/7120866/publications.pdf>

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	Saliency Bias and Overwork. <i>Games</i> , 2022, 13, 15.	0.4	0
2	Multi-attribute heuristics and intertemporal choices. <i>Journal of Economic Behavior and Organization</i> , 2022, 200, 174-181.	1.0	1
3	A comparison of regret theory and saliency theory for decisions under risk. <i>Journal of Economic Theory</i> , 2021, 193, 105226.	0.5	21
4	Bayesian implementation and rent extraction in a multi-dimensional procurement problem. <i>International Journal of Industrial Organization</i> , 2020, 70, 102521.	0.6	2
5	Procurement with Unforeseen Contingencies. <i>Management Science</i> , 2020, 66, 2194-2212.	2.4	7
6	Overlapping efforts in the EU Emissions Trading System. <i>Economics Letters</i> , 2020, 193, 109323.	0.9	8
7	Context-dependent preferences and retailing: Vertical restraints on internet sales. <i>Journal of Behavioral and Experimental Economics</i> , 2020, 87, 101556.	0.5	7
8	Bait and ditch: Consumer naïveté and salesforce incentives. <i>Journal of Economics and Management Strategy</i> , 2020, 29, 97-121.	0.4	4
9	Incomplete contracting, renegotiation, and expectation-based loss aversion. <i>Journal of Economic Behavior and Organization</i> , 2018, 145, 176-201.	1.0	8
10	OPTIMAL COST OVERRUNS: PROCUREMENT AUCTIONS WITH RENEGOTIATION. <i>International Economic Review</i> , 2018, 59, 1995-2021.	0.6	13
11	Saliency, competition, and decoy goods. <i>Economics Letters</i> , 2017, 153, 28-31.	0.9	17
12	Auctions versus negotiations: the effects of inefficient renegotiation. <i>RAND Journal of Economics</i> , 2017, 48, 647-672.	1.3	17
13	Incomplete Contracting, Renegotiation, and Expectation-Based Loss Aversion. <i>SSRN Electronic Journal</i> , 2016, , .	0.4	1
14	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
15	Fighting collusion by permitting price discrimination. <i>Economics Letters</i> , 2016, 145, 148-151.	0.9	9
16	Overconfidence in the Markets for Lemons. <i>Scandinavian Journal of Economics</i> , 2016, 118, 354-371.	0.7	2
17	Loss Aversion and Inefficient Renegotiation. <i>Review of Economic Studies</i> , 2015, 82, 297-332.	2.9	43
18	Price Discrimination in Input Markets: Quantity Discounts and Private Information. <i>Economic Journal</i> , 2014, 124, 776-804.	1.9	30

#	ARTICLE	IF	CITATIONS
19	The expectation-based loss-averse newsvendor. <i>Economics Letters</i> , 2013, 120, 429-432.	0.9	55
20	UNCERTAIN DEMAND, CONSUMER LOSS AVERSION, AND FLAT-RATE TARIFFS. <i>Journal of the European Economic Association</i> , 2013, 11, 399-432.	1.9	75
21	Relaxing competition through quality differentiation and price discrimination. <i>Journal of Economics/ Zeitschrift Fur Nationalokonomie</i> , 2012, 106, 1-26.	0.5	5
22	Price Discrimination in Input Markets: Downstream Entry and Efficiency. <i>Journal of Economics and Management Strategy</i> , 2012, 21, 773-799.	0.4	33
23	Performance of procrastinators: on the value of deadlines. <i>Theory and Decision</i> , 2011, 70, 329-366.	0.5	16
24	Binary Payment Schemes: Moral Hazard and Loss Aversion. <i>American Economic Review</i> , 2010, 100, 2451-2477.	4.0	167
25	Uncertain Demand, Consumer Loss Aversion, and Flat-Rate Tariffs. <i>SSRN Electronic Journal</i> , 0, , .	0.4	2
26	Salience in Retailing: Vertical Restraints on Internet Sales. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4