

Ofer H Azar

List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/7254586/publications.pdf>

Version: 2024-02-01

85
papers

2,185
citations

218381

26
h-index

276539

41
g-index

100
all docs

100
docs citations

100
times ranked

1157
citing authors

#	ARTICLE	IF	CITATIONS
1	What sustains social norms and how they evolve?. Journal of Economic Behavior and Organization, 2004, 54, 49-64.	1.0	179
2	Action bias among elite soccer goalkeepers: The case of penalty kicks. Journal of Economic Psychology, 2007, 28, 606-621.	1.1	156
3	The Social Norm of Tipping: A Review. Journal of Applied Social Psychology, 2007, 37, 380-402.	1.3	125
4	Sports analytics and the big-data era. International Journal of Data Science and Analytics, 2018, 5, 213-222.	2.4	84
5	Business strategy and the social norm of tipping. Journal of Economic Psychology, 2011, 32, 515-525.	1.1	76
6	Do customers return excessive change in a restaurant?. Journal of Economic Behavior and Organization, 2013, 93, 219-226.	1.0	72
7	The history of tipping“from sixteenth-century England to United States in the 1910s. Journal of Socio-Economics, 2004, 33, 745-764.	1.0	69
8	The implications of tipping for economics and management. International Journal of Social Economics, 2003, 30, 1084-1094.	1.1	68
9	Penalty kicks in soccer: an empirical analysis of shooting strategies and goalkeepers“™ preferences. Soccer and Society, 2009, 10, 183-191.	0.9	66
10	Who do we tip and why? An empirical investigation. Applied Economics, 2005, 37, 1871-1879.	1.2	59
11	Why pay extra? Tipping and the importance of social norms and feelings in economic theory. Journal of Socio-Economics, 2007, 36, 250-265.	1.0	56
12	The Economics of Tipping. Journal of Economic Perspectives, 2020, 34, 215-236.	2.7	56
13	Relative thinking theory. Journal of Socio-Economics, 2007, 36, 1-14.	1.0	52
14	Tipping Motivations and Behavior in the U.S. and Israel. Journal of Applied Social Psychology, 2010, 40, 421-457.	1.3	51
15	How Werner G“th's ultimatum game shaped our understanding of social behavior. Journal of Economic Behavior and Organization, 2014, 108, 292-318.	1.0	49
16	Do people tip strategically, to improve future service? Theory and evidence. Canadian Journal of Economics, 2007, 40, 515-527.	0.6	47
17	THE SLOWDOWN IN FIRST“RESPONSE TIMES OF ECONOMICS JOURNALS: CAN IT BE BENEFICIAL?. Economic Inquiry, 2007, 45, 179-187.	1.0	44
18	<scp>A Citation“Based Ranking of Strategic Management Journals</scp>. Journal of Economics and Management Strategy, 2008, 17, 781-802.	0.4	44

#	ARTICLE	IF	CITATIONS
19	Rejections and the importance of first response times. International Journal of Social Economics, 2004, 31, 259-274.	1.1	43
20	Incentives and service quality in the restaurant industry: the tipping“service puzzle. Applied Economics, 2009, 41, 1917-1927.	1.2	42
21	Does a “comeback”create momentum in overtime? Analysis of NBA tied games. Journal of Economic Psychology, 2019, 75, 102126.	1.1	42
22	The Review Process in Economics: Is It Too Fast?. Southern Economic Journal, 2005, 72, 482.	1.3	36
23	The Social Norm of Tipping: Does it Improve Social Welfare?. Journal of Economics/ Zeitschrift Fur Nationalokonomie, 2005, 85, 141-173.	0.5	35
24	Do soccer players play the mixed-strategy Nash equilibrium?. Applied Economics, 2011, 43, 3591-3601.	1.2	35
25	Do people think about absolute or relative price differences when choosing between substitute goods?. Journal of Economic Psychology, 2011, 32, 450-457.	1.1	33
26	Optimal Monitoring with External Incentives: The Case of Tipping. Southern Economic Journal, 2004, 71, 170.	1.3	29
27	Psychological construal of economic behavior. Journal of Economic Psychology, 2008, 29, 762-776.	1.1	29
28	Do people tip because of psychological or strategic motivations? An empirical analysis of restaurant tipping. Applied Economics, 2010, 42, 3039-3044.	1.2	26
29	CEO control, corporate performance and pay-performance sensitivity. Journal of Economic Behavior and Organization, 2014, 106, 166-174.	1.0	26
30	The Academic Review Process: How Can We Make it More Efficient?. American economist, The, 2006, 50, 37-50.	0.5	25
31	Evolution of social norms with heterogeneous preferences: A general model and an application to the academic review process. Journal of Economic Behavior and Organization, 2008, 65, 420-435.	1.0	25
32	The default heuristic in strategic decision making: When is it optimal to choose the default without investing in information search?. Journal of Business Research, 2014, 67, 1744-1748.	5.8	24
33	Incentives in experimental economics. Journal of Behavioral and Experimental Economics, 2021, 93, 101706.	0.5	22
34	Deception and decision making in professional basketball: Is it beneficial to flop?. Journal of Economic Behavior and Organization, 2014, 102, 108-118.	1.0	19
35	Behavioral economics and socio-economics journals: A citation-based ranking. Journal of Socio-Economics, 2007, 36, 451-462.	1.0	18
36	The effect of relative thinking on firm strategy and market outcomes: A location differentiation model with endogenous transportation costs. Journal of Economic Psychology, 2008, 29, 684-697.	1.1	18

#	ARTICLE	IF	CITATIONS
37	Restaurant tipping in a field experiment: How do customers tip when they receive too much change?. Journal of Economic Psychology, 2015, 50, 13-21.	1.1	18
38	Tipping as a Strategic Investment in Service Quality: An Optimalâ€Control Analysis of Repeated Interactions in the Service Industry. Southern Economic Journal, 2008, 75, 246-260.	1.3	18
39	Searching for momentum in NBA triplets of free throws. Journal of Sports Sciences, 2020, 38, 390-398.	1.0	13
40	(Ir)rationality in action: do soccer players and goalkeepers fail to learn how to best perform during a penalty kick?. Progress in Brain Research, 2009, 174, 97-108.	0.9	12
41	The effect of the minimum wage for tipped workers on firm strategy, employees and social welfare. Labour Economics, 2012, 19, 748-755.	0.9	12
42	Searching for Judgment Biases Among Elite Basketball Referees. Frontiers in Psychology, 2018, 9, 2637.	1.1	12
43	DOES RELATIVE THINKING EXIST IN REALâ€WORLD SITUATIONS? A FIELD EXPERIMENT WITH BAGELS AND CREAM CHEESE. Economic Inquiry, 2011, 49, 564-572.	1.0	10
44	Do fixed payments affect effort? Examining relative thinking in mixed compensation schemes. Journal of Economic Psychology, 2019, 70, 52-66.	1.1	10
45	Monozygotic twins or unrelated stepchildren? On the relationship between economic psychology and behavioral economics. Journal of Economic Psychology, 2012, 33, 695-699.	1.1	9
46	Optimal strategy of multi-product retailers with relative thinking and reference prices. International Journal of Industrial Organization, 2014, 37, 130-140.	0.6	9
47	At Least I Tried: The Relationship between Regulatory Focus and Regret Following Action vs. Inaction. Frontiers in Psychology, 2016, 7, 1684.	1.1	9
48	To dive or not to dive in the penalty area? The questionable art of deception in soccer. International Journal of Sport and Exercise Psychology, 2020, 18, 296-307.	1.1	9
49	The Social Norm of Tipping: A Review. SSRN Electronic Journal, 0, , .	0.4	9
50	Do Consumers Make Too Much Effort to Save on Cheap Items and Too Little to Save on Expensive Items?. American Behavioral Scientist, 2011, 55, 1077-1098.	2.3	8
51	Beliefs and social behavior in a multi-period ultimatum game. Frontiers in Behavioral Neuroscience, 2015, 9, 29.	1.0	8
52	The influence of psychological game theory. Journal of Economic Behavior and Organization, 2019, 167, 445-453.	1.0	8
53	The Right-Oriented Bias in Soccer Penalty Shootouts. Journal of Behavioral and Experimental Economics, 2020, 89, 101546.	0.5	8
54	The Review Process in Economics: Is It Too Fast?. Southern Economic Journal, 2005, 72, 482-491.	1.3	8

#	ARTICLE	IF	CITATIONS
55	Do children cheat to be honored? A natural experiment on dishonesty in a math competition. Journal of Economic Behavior and Organization, 2020, 169, 143-157.	1.0	7
56	A Model of the Academic Review Process with Informed Authors. B E Journal of Economic Analysis and Policy, 2015, 15, 865-889.	0.5	6
57	Optimal Monitoring with External Incentives: The Case of Tipping. Southern Economic Journal, 2004, 71, 170-181.	1.3	6
58	What Sustains Social Norms and How They Evolve? The Case of Tipping. SSRN Electronic Journal, 2003, , .	0.4	5
59	The role of initial success in competition: An analysis of early lead effects in NBA overtimes. Journal of Behavioral and Experimental Economics, 2020, 89, 101547.	0.5	5
60	The impact of economics on management. Journal of Economic Behavior and Organization, 2008, 68, 667-675.	1.0	4
61	Strategic Behavior and Social Norms in Tipped Service Industries. B E Journal of Economic Analysis and Policy, 2008, 8, .	0.5	4
62	THE INFLUENCE OF ECONOMICS ARTICLES ON BUSINESS RESEARCH: ANALYSIS OF JOURNALS AND TIME TRENDS[*]. Journal of Industrial Economics, 2009, 57, 851-869.	0.6	4
63	Can more consumers lead to lower profits? A model of multi-product competition. Journal of Economic Behavior and Organization, 2010, 76, 184-195.	1.0	4
64	Competitive strategy when consumers are affected by reference prices. Journal of Economic Psychology, 2013, 39, 327-340.	1.1	4
65	Firm strategy and biased decision making: the price dispersion puzzle. Applied Economics, 2013, 45, 901-910.	1.2	4
66	The History of Tipping - From Sixteenth-Century England to United States in the 1910s. SSRN Electronic Journal, 0, , .	0.4	4
67	Fifty years of the Journal of Behavioral and Experimental Economics: A bibliometric review. Journal of Behavioral and Experimental Economics, 2022, 96, 101819.	0.5	4
68	The effect of external incentives on profits and firm-provided incentives strategy. Journal of Socio-Economics, 2008, 37, 149-156.	1.0	3
69	Gender differences in the effect of employee-manager friendships on salary dynamics in CPA firms. Heliyon, 2019, 5, e02658.	1.4	3
70	Relative Thinking Theory. SSRN Electronic Journal, 0, , .	0.4	3
71	Rejections and the Importance of First Response Times. SSRN Electronic Journal, 2003, , .	0.4	2
72	Risk and Prior Outcome Effects on Managerial Decision Making. Journal of Behavioral and Experimental Economics, 2021, 95, 101775.	0.5	2

#	ARTICLE	IF	CITATIONS
73	Can Price Discrimination be Bad for Firms and Good for All Consumers? A Theoretical Analysis of Cross-Market Price Constraints with Entry and Product Differentiation. BE Journal of Economic Analysis and Policy, 2003, 3, .	0.3	1
74	The Implications of Tipping for Economics and Management. SSRN Electronic Journal, 2003, , .	0.4	1
75	Freakonomics: A Rogue Economist Explores the Hidden Side of Everything. Economic Journal, 2006, 116, F335-F336.	1.9	1
76	What affects customer success when bargaining for a new car? Some empirical evidence. Journal of Socio-Economics, 2012, 41, 26-30.	1.0	1
77	The Journal of Socio-Economics changes its title to the Journal of Behavioral and Experimental Economics. Journal of Socio-Economics, 2014, 48, v.	1.0	1
78	A Linear City Model with Asymmetric Consumer Distribution. PLoS ONE, 2015, 10, e0129068.	1.1	1
79	Social norms evolve with asymmetric sanctions. Nature Human Behaviour, 2018, 2, 113-114.	6.2	1
80	The cost of being honest: Excessive change at the restaurant. , 2019, , 267-288.		1
81	Behavioral Economics and Socio-Economics Journals: A Citation-Based Ranking. SSRN Electronic Journal, 0, , .	0.4	1
82	THE SLOWDOWN IN FIRST-RESPONSE TIMES OF ECONOMICS JOURNALS: CAN IT BE BENEFICIAL?. Economic Inquiry, 0, , .	1.0	1
83	Title is missing!. Journal of Economic Psychology, 2006, 27, 813-815.	1.1	0
84	Tipping, Firm Strategy, and Industrial Organization. SSRN Electronic Journal, 0, , .	0.4	0
85	Detecting patterns in the behaviour of goalkeepers and kickers in the penalty shootout: a between-gender comparison among score situations. International Journal of Sport and Exercise Psychology, 0, , 1-21.	1.1	0