

Ofer H Azar

List of Publications by Year in descending order

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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	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
2	Incentives in experimental economics. Journal of Behavioral and Experimental Economics, 2021, 93, 101706.	0.5	22
3	Risk and Prior Outcome Effects on Managerial Decision Making. Journal of Behavioral and Experimental Economics, 2021, 95, 101775.	0.5	2
4	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
5	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
6	Searching for momentum in NBA triplets of free throws. Journal of Sports Sciences, 2020, 38, 390-398.	1.0	13
7	The Economics of Tipping. Journal of Economic Perspectives, 2020, 34, 215-236.	2.7	56
8	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
9	The Right-Oriented Bias in Soccer Penalty Shootouts. Journal of Behavioral and Experimental Economics, 2020, 89, 101546.	0.5	8
10	The cost of being honest: Excessive change at the restaurant. , 2019, , 267-288.		1
11	Gender differences in the effect of employee-manager friendships on salary dynamics in CPA firms. Heliyon, 2019, 5, e02658.	1.4	3
12	The influence of psychological game theory. Journal of Economic Behavior and Organization, 2019, 167, 445-453.	1.0	8
13	Does a "comeback" create momentum in overtime? Analysis of NBA tied games. Journal of Economic Psychology, 2019, 75, 102126.	1.1	42
14	Do fixed payments affect effort? Examining relative thinking in mixed compensation schemes. Journal of Economic Psychology, 2019, 70, 52-66.	1.1	10
15	Sports analytics and the big-data era. International Journal of Data Science and Analytics, 2018, 5, 213-222.	2.4	84
16	Social norms evolve with asymmetric sanctions. Nature Human Behaviour, 2018, 2, 113-114.	6.2	1
17	Searching for Judgment Biases Among Elite Basketball Referees. Frontiers in Psychology, 2018, 9, 2637.	1.1	12
18	At Least I Tried: The Relationship between Regulatory Focus and Regret Following Action vs. Inaction. Frontiers in Psychology, 2016, 7, 1684.	1.1	9

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19	Beliefs and social behavior in a multi-period ultimatum game. <i>Frontiers in Behavioral Neuroscience</i> , 2015, 9, 29.	1.0	8
20	A Linear City Model with Asymmetric Consumer Distribution. <i>PLoS ONE</i> , 2015, 10, e0129068.	1.1	1
21	A Model of the Academic Review Process with Informed Authors. <i>B E Journal of Economic Analysis and Policy</i> , 2015, 15, 865-889.	0.5	6
22	Restaurant tipping in a field experiment: How do customers tip when they receive too much change?. <i>Journal of Economic Psychology</i> , 2015, 50, 13-21.	1.1	18
23	How Werner GÃ¼th's ultimatum game shaped our understanding of social behavior. <i>Journal of Economic Behavior and Organization</i> , 2014, 108, 292-318.	1.0	49
24	The Journal of Socio-Economics changes its title to the Journal of Behavioral and Experimental Economics. <i>Journal of Socio-Economics</i> , 2014, 48, v.	1.0	1
25	The default heuristic in strategic decision making: When is it optimal to choose the default without investing in information search?. <i>Journal of Business Research</i> , 2014, 67, 1744-1748.	5.8	24
26	CEO control, corporate performance and pay-performance sensitivity. <i>Journal of Economic Behavior and Organization</i> , 2014, 106, 166-174.	1.0	26
27	Optimal strategy of multi-product retailers with relative thinking and reference prices. <i>International Journal of Industrial Organization</i> , 2014, 37, 130-140.	0.6	9
28	Deception and decision making in professional basketball: Is it beneficial to flop?. <i>Journal of Economic Behavior and Organization</i> , 2014, 102, 108-118.	1.0	19
29	Do customers return excessive change in a restaurant?. <i>Journal of Economic Behavior and Organization</i> , 2013, 93, 219-226.	1.0	72
30	Competitive strategy when consumers are affected by reference prices. <i>Journal of Economic Psychology</i> , 2013, 39, 327-340.	1.1	4
31	Firm strategy and biased decision making: the price dispersion puzzle. <i>Applied Economics</i> , 2013, 45, 901-910.	1.2	4
32	The effect of the minimum wage for tipped workers on firm strategy, employees and social welfare. <i>Labour Economics</i> , 2012, 19, 748-755.	0.9	12
33	What affects customer success when bargaining for a new car? Some empirical evidence. <i>Journal of Socio-Economics</i> , 2012, 41, 26-30.	1.0	1
34	Monozygotic twins or unrelated stepchildren? On the relationship between economic psychology and behavioral economics. <i>Journal of Economic Psychology</i> , 2012, 33, 695-699.	1.1	9
35	DOES RELATIVE THINKING EXIST IN REAL-WORLD SITUATIONS? A FIELD EXPERIMENT WITH BAGELS AND CREAM CHEESE. <i>Economic Inquiry</i> , 2011, 49, 564-572.	1.0	10
36	Do people think about absolute or relative price differences when choosing between substitute goods?. <i>Journal of Economic Psychology</i> , 2011, 32, 450-457.	1.1	33

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37	Business strategy and the social norm of tipping. <i>Journal of Economic Psychology</i> , 2011, 32, 515-525.	1.1	76
38	Do soccer players play the mixed-strategy Nash equilibrium?. <i>Applied Economics</i> , 2011, 43, 3591-3601.	1.2	35
39	Do Consumers Make Too Much Effort to Save on Cheap Items and Too Little to Save on Expensive Items?. <i>American Behavioral Scientist</i> , 2011, 55, 1077-1098.	2.3	8
40	Tipping Motivations and Behavior in the U.S. and Israel. <i>Journal of Applied Social Psychology</i> , 2010, 40, 421-457.	1.3	51
41	Do people tip because of psychological or strategic motivations? An empirical analysis of restaurant tipping. <i>Applied Economics</i> , 2010, 42, 3039-3044.	1.2	26
42	Can more consumers lead to lower profits? A model of multi-product competition. <i>Journal of Economic Behavior and Organization</i> , 2010, 76, 184-195.	1.0	4
43	THE INFLUENCE OF ECONOMICS ARTICLES ON BUSINESS RESEARCH: ANALYSIS OF JOURNALS AND TIME TRENDS [*] . <i>Journal of Industrial Economics</i> , 2009, 57, 851-869.	0.6	4
44	Penalty kicks in soccer: an empirical analysis of shooting strategies and goalkeepers' preferences. <i>Soccer and Society</i> , 2009, 10, 183-191.	0.9	66
45	(I)rationality in action: do soccer players and goalkeepers fail to learn how to best perform during a penalty kick?. <i>Progress in Brain Research</i> , 2009, 174, 97-108.	0.9	12
46	Incentives and service quality in the restaurant industry: the tipping "service puzzle. <i>Applied Economics</i> , 2009, 41, 1917-1927.	1.2	42
47	The effect of relative thinking on firm strategy and market outcomes: A location differentiation model with endogenous transportation costs. <i>Journal of Economic Psychology</i> , 2008, 29, 684-697.	1.1	18
48	Psychological construal of economic behavior. <i>Journal of Economic Psychology</i> , 2008, 29, 762-776.	1.1	29
49	A Citation-Based Ranking of Strategic Management Journals. <i>Journal of Economics and Management Strategy</i> , 2008, 17, 781-802.	0.4	44
50	Evolution of social norms with heterogeneous preferences: A general model and an application to the academic review process. <i>Journal of Economic Behavior and Organization</i> , 2008, 65, 420-435.	1.0	25
51	The impact of economics on management. <i>Journal of Economic Behavior and Organization</i> , 2008, 68, 667-675.	1.0	4
52	The effect of external incentives on profits and firm-provided incentives strategy. <i>Journal of Socio-Economics</i> , 2008, 37, 149-156.	1.0	3
53	Strategic Behavior and Social Norms in Tipped Service Industries. <i>B E Journal of Economic Analysis and Policy</i> , 2008, 8, .	0.5	4
54	Tipping as a Strategic Investment in Service Quality: An Optimal Control Analysis of Repeated Interactions in the Service Industry. <i>Southern Economic Journal</i> , 2008, 75, 246-260.	1.3	18

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55	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
56	Relative thinking theory. Journal of Socio-Economics, 2007, 36, 1-14.	1.0	52
57	Behavioral economics and socio-economics journals: A citation-based ranking. Journal of Socio-Economics, 2007, 36, 451-462.	1.0	18
58	Action bias among elite soccer goalkeepers: The case of penalty kicks. Journal of Economic Psychology, 2007, 28, 606-621.	1.1	156
59	The Social Norm of Tipping: A Review. Journal of Applied Social Psychology, 2007, 37, 380-402.	1.3	125
60	THE SLOWDOWN IN FIRST-RESPONSE TIMES OF ECONOMICS JOURNALS: CAN IT BE BENEFICIAL?. Economic Inquiry, 2007, 45, 179-187.	1.0	44
61	Do people tip strategically, to improve future service? Theory and evidence. Canadian Journal of Economics, 2007, 40, 515-527.	0.6	47
62	The Academic Review Process: How Can We Make it More Efficient?. American economist, The, 2006, 50, 37-50.	0.5	25
63	Freakonomics: A Rogue Economist Explores the Hidden Side of Everything. Economic Journal, 2006, 116, F335-F336.	1.9	1
64	Title is missing!. Journal of Economic Psychology, 2006, 27, 813-815.	1.1	0
65	The Social Norm of Tipping: Does it Improve Social Welfare?. Journal of Economics/ Zeitschrift Fur Nationalokonomie, 2005, 85, 141-173.	0.5	35
66	The Review Process in Economics: Is It Too Fast?. Southern Economic Journal, 2005, 72, 482.	1.3	36
67	Who do we tip and why? An empirical investigation. Applied Economics, 2005, 37, 1871-1879.	1.2	59
68	The Review Process in Economics: Is It Too Fast?. Southern Economic Journal, 2005, 72, 482-491.	1.3	8
69	Optimal Monitoring with External Incentives: The Case of Tipping. Southern Economic Journal, 2004, 71, 170.	1.3	29
70	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
71	What sustains social norms and how they evolve?. Journal of Economic Behavior and Organization, 2004, 54, 49-64.	1.0	179
72	Rejections and the importance of first response times. International Journal of Social Economics, 2004, 31, 259-274.	1.1	43

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73	Optimal Monitoring with External Incentives: The Case of Tipping. Southern Economic Journal, 2004, 71, 170-181.	1.3	6
74	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
75	The implications of tipping for economics and management. International Journal of Social Economics, 2003, 30, 1084-1094.	1.1	68
76	What Sustains Social Norms and How They Evolve? The Case of Tipping. SSRN Electronic Journal, 2003, , .	0.4	5
77	Rejections and the Importance of First Response Times. SSRN Electronic Journal, 2003, , .	0.4	2
78	The Implications of Tipping for Economics and Management. SSRN Electronic Journal, 2003, , .	0.4	1
79	The Social Norm of Tipping: A Review. SSRN Electronic Journal, 0, , .	0.4	9
80	The History of Tipping - From Sixteenth-Century England to United States in the 1910s. SSRN Electronic Journal, 0, , .	0.4	4
81	Behavioral Economics and Socio-Economics Journals: A Citation-Based Ranking. SSRN Electronic Journal, 0, , .	0.4	1
82	Relative Thinking Theory. SSRN Electronic Journal, 0, , .	0.4	3
83	Tipping, Firm Strategy, and Industrial Organization. SSRN Electronic Journal, 0, , .	0.4	0
84	THE SLOWDOWN IN FIRST-RESPONSE TIMES OF ECONOMICS JOURNALS: CAN IT BE BENEFICIAL?. Economic Inquiry, 0, , .	1.0	1
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