

Andrew M Colman

List of Publications by Year in descending order

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Version: 2024-02-01

115
papers

4,444
citations

147801

31
h-index

118850

62
g-index

125
all docs

125
docs citations

125
times ranked

3938
citing authors

#	ARTICLE	IF	CITATIONS
1	Optimal number of response categories in rating scales: reliability, validity, discriminating power, and respondent preferences. <i>Acta Psychologica</i> , 2000, 104, 1-15.	1.5	1,162
2	Cooperation, psychological game theory, and limitations of rationality in social interaction. <i>Behavioral and Brain Sciences</i> , 2003, 26, 139-53; discussion 153-98.	0.7	292
3	Comparing Rating Scales of Different Lengths: Equivalence of Scores from 5-Point and 7-Point Scales. <i>Psychological Reports</i> , 1997, 80, 355-362.	1.7	188
4	Context Effects on Recall and Recognition of Magazine Advertisements. <i>Journal of Advertising</i> , 1992, 21, 37-46.	6.6	145
5	Overconfidence: Feedback and item difficulty effects. <i>Personality and Individual Differences</i> , 1997, 23, 125-133.	2.9	113
6	Stackelberg reasoning in mixed-motive games: An experimental investigation. <i>Journal of Economic Psychology</i> , 1998, 19, 279-293.	2.2	99
7	Collective rationality in interactive decisions: Evidence for team reasoning. <i>Acta Psychologica</i> , 2008, 128, 387-397.	1.5	87
8	Balancing the risks to individual and society: a systematic review and synthesis of qualitative research on antibiotic prescribing behaviour in hospitals. <i>Journal of Hospital Infection</i> , 2019, 101, 428-439.	2.9	84
9	Manuscript evaluation by journal referees and editors: Randomness or bias?. <i>Behavioral and Brain Sciences</i> , 1982, 5, 205-206.	0.7	81
10	Continuity and Trust in Primary Care: A Qualitative Study Informed by Game Theory. <i>Annals of Family Medicine</i> , 2010, 8, 440-446.	1.9	72
11	Gender and Social Facilitation Effects on Computer Competence and Attitudes toward Computers. <i>Journal of Educational Computing Research</i> , 1996, 14, 171-183.	5.5	70
12	PAYOFF DOMINANCE AND THE STACKELBERG HEURISTIC. <i>Theory and Decision</i> , 1997, 43, 1-19.	1.0	61
13	Conservatism, Dogmatism, and Authoritarianism in British Police Officers. <i>Sociology</i> , 1982, 16, 1-11.	2.5	60
14	CONTEXT EFFECTS ON MEMORY FOR TELEVISION ADVERTISEMENTS. <i>Social Behavior and Personality</i> , 1993, 21, 279-296.	0.6	58
15	Mutual support in games: Some properties of Berge equilibria. <i>Journal of Mathematical Psychology</i> , 2011, 55, 166-175.	1.8	54
16	Ambiguity aversion in the long run: Repeated decisions under risk and uncertainty. <i>Journal of Economic Psychology</i> , 2009, 30, 277-284.	2.2	53
17	A bibliometric evaluation of the research performance of British university politics departments: Publications in leading journals. <i>Scientometrics</i> , 1995, 32, 49-66.	3.0	52
18	Evolution of coordinated alternating reciprocity in repeated dyadic games. <i>Journal of Theoretical Biology</i> , 2004, 229, 549-557.	1.7	48

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19	The Dimensions of Aesthetic Reactions To Music. <i>Psychology of Music</i> , 1981, 9, 15-20.	1.6	45
20	Borda's voting paradox: Theoretical likelihood and electoral occurrences. <i>Systems Research and Behavioral Science</i> , 1978, 23, 15-20.	0.2	44
21	Game Theory and its Applications. , 0, , .		44
22	Cooperation without awareness: A multiperson generalization of the minimal social situation. <i>Systems Research and Behavioral Science</i> , 1990, 35, 115-121.	0.2	41
23	Models of the medical consultation: opportunities and limitations of a game theory perspective. <i>Quality and Safety in Health Care</i> , 2004, 13, 461-466.	2.5	40
24	Some Psychological Processes in String Quartets. <i>Psychology of Music</i> , 1979, 7, 12-18.	1.6	38
25	Salience and focusing in pure coordination games. <i>Journal of Economic Methodology</i> , 1997, 4, 61-81.	1.4	38
26	Do as I Say, Don't Do as I Do: Differences in moral judgments do not translate into differences in decisions in real-life trolley problems. <i>Journal of Economic Psychology</i> , 2015, 47, 50-61.	2.2	38
27	Explaining strategic coordination: Cognitive hierarchy theory, strong Stackelberg reasoning, and team reasoning.. <i>Decision</i> , 2014, 1, 35-58.	0.5	37
28	Depth of strategic reasoning in games. <i>Trends in Cognitive Sciences</i> , 2003, 7, 2-4.	7.8	36
29	Ambiguous games: Evidence for strategic ambiguity aversion. <i>Quarterly Journal of Experimental Psychology</i> , 2007, 60, 1083-1100.	1.1	35
30	Size Doesn't Really Matter. <i>Experimental Psychology</i> , 2008, 55, 31-37.	0.7	35
31	Mystery Customer Research: Cognitive Processes Affecting Accuracy. <i>International Journal of Market Research</i> , 1997, 39, 1-12.	0.6	34
32	Men's and carers' experiences of care for prostate cancer: a narrative literature review. <i>Health Expectations</i> , 2009, 12, 301-312.	2.6	34
33	The effect of familiarity on preferences for surnames. <i>British Journal of Psychology</i> , 1981, 72, 363-369.	2.3	33
34	Market Entry Decisions. <i>Experimental Psychology</i> , 2008, 55, 113-120.	0.7	32
35	Modality of Communication and Recall of Health-related Information. <i>Journal of Health Psychology</i> , 1997, 2, 185-194.	2.3	31
36	Moral and Contextual Dimensions of 'Inappropriate' Antibiotic Prescribing in Secondary Care: A Three-Country Interview Study. <i>Frontiers in Sociology</i> , 2020, 5, 7.	2.0	31

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37	Overconfidence, base rates and outcome positivity/negativity of predicted events. <i>British Journal of Psychology</i> , 1996, 87, 431-445.	2.3	30
38	Selective exposure to television programmes and advertising effectiveness. <i>Applied Cognitive Psychology</i> , 2003, 17, 593-606.	1.6	29
39	Past experience, "shadow of the future"™, and patient trust: a cross-sectional survey. <i>British Journal of General Practice</i> , 2008, 58, 780-783.	1.4	29
40	Liking words as a function of the experienced frequency of their occurrence. <i>British Journal of Psychology</i> , 1980, 71, 163-169.	2.3	27
41	Team reasoning: Solving the puzzle of coordination. <i>Psychonomic Bulletin and Review</i> , 2018, 25, 1770-1783.	2.8	27
42	Antisocial personality disorder: An evolutionary game theory analysis. <i>Legal and Criminological Psychology</i> , 1997, 2, 23-34.	2.0	26
43	The outlandish, the realistic, and the real: contextual manipulation and agent role effects in trolley problems. <i>Frontiers in Psychology</i> , 2014, 5, 35.	2.1	26
44	Spontaneous similarity discrimination in the evolution of cooperation. <i>Journal of Theoretical Biology</i> , 2012, 299, 162-171.	1.7	25
45	Cooperation in repeated interactions: A systematic review of Centipede game experiments, 1992-2016. <i>European Review of Social Psychology</i> , 2016, 27, 231-282.	9.4	25
46	Thomas C. Schelling's psychological decision theory: Introduction to a special issue. <i>Journal of Economic Psychology</i> , 2006, 27, 603-608.	2.2	24
47	Team reasoning and collective rationality: Piercing the veil of obviousness. <i>Acta Psychologica</i> , 2008, 128, 409-412.	1.5	24
48	Medical prescribing and antibiotic resistance: A game-theoretic analysis of a potentially catastrophic social dilemma. <i>PLoS ONE</i> , 2019, 14, e0215480.	2.5	24
49	EFFECTS OF ENTERTAINMENT AND ENJOYMENT OF TELEVISION PROGRAMS ON PERCEPTION AND MEMORY OF ADVERTISEMENTS. <i>Social Behavior and Personality</i> , 1994, 22, 365-376.	0.6	22
50	Optimizing antibiotic prescribing: collective approaches to managing a common-pool resource. <i>Clinical Microbiology and Infection</i> , 2019, 25, 1356-1363.	6.0	21
51	Crowd psychology in South African murder trials.. <i>American Psychologist</i> , 1991, 46, 1071-1079.	4.2	20
52	YOUR MONEY OR YOUR LIFE: COMPARING JUDGEMENTS IN TROLLEY PROBLEMS INVOLVING ECONOMIC AND EMOTIONAL HARMS, INJURY AND DEATH. <i>Economics and Philosophy</i> , 2013, 29, 213-233.	0.3	19
53	Is Tit-for-Tat the Answer? On the Conclusions Drawn from Axelrod's Tournaments. <i>PLoS ONE</i> , 2015, 10, e0134128.	2.5	19
54	Context Effects of Radio Programming on Cognitive Processing of Embedded Advertisements. <i>Applied Cognitive Psychology</i> , 1996, 10, 473-486.	1.6	18

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55	Race differences in IQ: Hans Eysenck's contribution to the debate in the light of subsequent research. <i>Personality and Individual Differences</i> , 2016, 103, 182-189.	2.9	18
56	Drivers of Broad-Spectrum Antibiotic Overuse across Diverse Hospital Contexts – A Qualitative Study of Prescribers in the UK, Sri Lanka and South Africa. <i>Antibiotics</i> , 2021, 10, 94.	3.7	18
57	The persuasive power of knowledge: Testing the confidence heuristic.. <i>Journal of Experimental Psychology: General</i> , 2018, 147, 1431-1444.	2.1	18
58	Preferences for Christian names as a function of their experienced familiarity. <i>British Journal of Social Psychology</i> , 1981, 20, 3-5.	2.8	17
59	The Attractiveness of Names. <i>Human Relations</i> , 1983, 36, 393-401.	5.4	17
60	Sight Bites: A Study of Viewers' Impressions of Corporate Logos in the Communication Industry. <i>International Journal of Market Research</i> , 1995, 37, 1-9.	0.6	16
61	Reasons for cooperating in repeated interactions: Social value orientations, fuzzy traces, reciprocity, and activity bias.. <i>Decision</i> , 2017, 4, 102-122.	0.5	16
62	Research performance of United Kingdom university psychology departments. <i>Studies in Higher Education</i> , 1992, 17, 97-103.	4.5	15
63	Singleton bias and lexicographic preferences among equally valued alternatives. <i>Journal of Economic Behavior and Organization</i> , 1999, 40, 337-351.	2.0	15
64	Social Value Induction and Cooperation in the Centipede Game. <i>PLoS ONE</i> , 2016, 11, e0152352.	2.5	14
65	Team Reasoning and the Rational Choice of Payoff-Dominant Outcomes in Games. <i>Topoi</i> , 2020, 39, 305-316.	1.3	14
66	PREFERENCES FOR COMMON WORDS, UNCOMMON WORDS AND NON-WORDS BY CHILDREN AND YOUNG ADULTS. <i>British Journal of Psychology</i> , 1975, 66, 481-486.	2.3	13
67	Familiarity and Liking: Direct Tests of the Preference-Feedback Hypothesis. <i>Psychological Reports</i> , 1986, 58, 931-938.	1.7	13
68	Asymmetric dominance and phantom decoy effects in games. <i>Organizational Behavior and Human Decision Processes</i> , 2007, 104, 193-206.	2.5	13
69	Exploring cooperation and competition in the Centipede game through verbal protocol analysis. <i>European Journal of Social Psychology</i> , 2016, 46, 746-761.	2.4	13
70	Incentive Magnitude Effects in Experimental Games: Bigger is not Necessarily Better. <i>Games</i> , 2018, 9, 4.	0.6	13
71	Authoritarianism and Race Attitudes in South Africa. <i>Journal of Social Psychology</i> , 1970, 82, 161-164.	1.5	12
72	Learning to cooperate without awareness in multiplayer minimal social situations. <i>Cognitive Psychology</i> , 2010, 61, 201-227.	2.2	12

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73	Reactions to flattery as a function of self-esteem: Self-enhancement and cognitive consistency theories. <i>The British Journal of Social and Clinical Psychology</i> , 1978, 17, 25-29.	0.6	11
74	Psychological Factors Affecting Preferences for First Names. <i>Names</i> , 1980, 28, 113-129.	0.4	11
75	The complexity of cooperation: Agent-based models of competition and collaboration. <i>Complexity</i> , 1998, 3, 46-48.	1.6	10
76	The Prostate Care Questionnaire for Patients (PCQ-P): Reliability, validity and acceptability. <i>BMC Health Services Research</i> , 2009, 9, 199.	2.2	10
77	Competitive Centipede Games: Zero-End Payoffs and Payoff Inequality Deter Reciprocal Cooperation. <i>Games</i> , 2015, 6, 262-272.	0.6	10
78	Performance of british university psychology departments as measured by number of publications in BPS journals. <i>Current Psychology</i> , 1992, 11, 360-368.	0.4	9
79	Persistent cooperation and gender differences in repeated Prisoner's Dilemma games: Some things never change. <i>Acta Psychologica</i> , 2018, 187, 1-8.	1.5	9
80	Cooperation and Trust in Japanese and British Samples: Evidence From Incomplete Information Games. <i>International Perspectives in Psychology: Research, Practice, Consultation</i> , 2017, 6, 227-245.	0.7	9
81	'Scientific' Racism and the Evidence on Race and Intelligence. <i>Race</i> , 1972, 14, 137-153.	0.1	7
82	The likelihood of the Borda effect in small decision-making committees. <i>British Journal of Mathematical and Statistical Psychology</i> , 1980, 33, 50-56.	1.4	7
83	A Dictionary of Psychology. , 2008, , .		7
84	Prosociality in the Social Dilemma of Antibiotic Prescribing. <i>Current Opinion in Psychology</i> , 2021, 44, 164-169.	4.9	6
85	Crowd psychology in South African murder trials.. <i>American Psychologist</i> , 1991, 46, 1071-1079.	4.2	6
86	Social Rejection, Role Conflict, and Adjustment: Psychological Consequences of Orthopaedic Disability. <i>Perceptual and Motor Skills</i> , 1971, 33, 907-910.	1.3	5
87	VOTING PARADOXES:. A Socratic Dialogue. <i>Political Quarterly</i> , 1975, 46, 186-190.	0.7	5
88	Beyond rationality: Rigor without mortis in game theory. <i>Behavioral and Brain Sciences</i> , 2003, 26, .	0.7	5
89	Normative theory in decision making and moral reasoning. <i>Behavioral and Brain Sciences</i> , 2011, 34, 256-257.	0.7	5
90	Problems and Pseudo-Problems in Understanding Cooperation in Social Dilemmas. <i>Psychological Inquiry</i> , 2012, 23, 39-47.	0.9	5

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91	Psychological evidence in Court: Legal developments in England and The United States. <i>Psychology, Crime and Law</i> , 1994, 1, 261-268.	1.0	4
92	Prisoner's Dilemma, Chicken, and mixed-strategy evolutionary equilibria. <i>Behavioral and Brain Sciences</i> , 1995, 18, 550-551.	0.7	4
93	Collective Preferences in Strategic Decisions. <i>Psychological Reports</i> , 2007, 101, 803-815.	1.7	4
94	The Prostate Care Questionnaire for Carers (PCQ-C): reliability, validity and acceptability. <i>BMC Health Services Research</i> , 2009, 9, 229.	2.2	4
95	Strong Stackelberg reasoning in symmetric games: An experimental replication and extension. <i>PeerJ</i> , 2014, 2, e263.	2.0	4
96	Dynamic probability of reinforcement for cooperation: Random game termination in the centipede game. <i>Journal of the Experimental Analysis of Behavior</i> , 2018, 109, 349-364.	1.1	4
97	VOTING PARADOXES: A Socratic Dialogue. <i>Political Quarterly</i> , 1975, 46, 304-309.	0.7	3
98	The weak Borda effect and plurality-majority disagreement. <i>British Journal of Mathematical and Statistical Psychology</i> , 1984, 37, 288-292.	1.4	3
99	Psychology of Game Playing: Introduction to a Special Issue. <i>Games</i> , 2015, 6, 677-684.	0.6	3
100	Far but finite horizons promote cooperation in the Centipede game. <i>Journal of Economic Psychology</i> , 2018, 67, 191-199.	2.2	3
101	Unreliable peer review: Causes and cures of human misery. <i>Behavioral and Brain Sciences</i> , 1991, 14, 141-142.	0.7	2
102	Comparing Hypothetical and Real-Life Trolley Problems: Commentary on Bostyn, Sevenhant, and Roets (2018). <i>Psychological Science</i> , 2019, 30, 1386-1388.	3.3	2
103	Investigating the failure to best respond in experimental games. <i>Experimental Economics</i> , 2022, 25, 656-679.	2.1	2
104	A Dictionary of Psychology (4th edition). <i>Reference Reviews</i> , 2015, 29, 14-15.	0.0	2
105	Evolution of Cooperation Without Awareness in Minimal Social Situations. , 2005, , 216-235.		2
106	The Thinking Mind. , 0, , .		2
107	Rejoinder to Gillett. <i>British Journal of Mathematical and Statistical Psychology</i> , 1986, 39, 87-89.	1.4	1
108	Modelling imitation with sequential games. <i>Behavioral and Brain Sciences</i> , 1998, 21, 686-687.	0.7	1

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109	Multi-heuristic strategy choice: Response to Krueger.. Decision, 2014, 1, 62-63.	0.5	1
110	A five-factor integrative taxonomy of strategic reasoning in dyadic games. European Journal of Social Psychology, 0, , .	2.4	1
111	Operant conditioning and natural selection. Behavioral and Brain Sciences, 1984, 7, 684-685.	0.7	0
112	Love is not enough: Other-regarding preferences cannot explain payoff dominance in game theory. Behavioral and Brain Sciences, 2007, 30, 22-23.	0.7	0
113	Hans Eysenck and the Jewish question: Genealogical investigations. Personality and Individual Differences, 2016, 103, 195-199.	2.9	0
114	Defining Issues. , 2016, , 138-173.		0
115	Altruism, collective rationality, and extreme self-sacrifice. Behavioral and Brain Sciences, 2018, 41, e197.	0.7	0