

James Andreoni

List of Publications by Year in descending order

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73
papers

19,764
citations

71102

41
h-index

106344

65
g-index

94
all docs

94
docs citations

94
times ranked

7854
citing authors

#	ARTICLE	IF	CITATIONS
1	Impure Altruism and Donations to Public Goods: A Theory of Warm-Glow Giving. <i>Economic Journal</i> , 1990, 100, 464.	3.6	3,910
2	Giving with Impure Altruism: Applications to Charity and Ricardian Equivalence. <i>Journal of Political Economy</i> , 1989, 97, 1447-1458.	4.5	2,309
3	Giving According to GARP: An Experimental Test of the Consistency of Preferences for Altruism. <i>Econometrica</i> , 2002, 70, 737-753.	4.2	1,450
4	Which is the Fair Sex? Gender Differences in Altruism. <i>Quarterly Journal of Economics</i> , 2001, 116, 293-312.	8.6	991
5	Why free ride?. <i>Journal of Public Economics</i> , 1988, 37, 291-304.	4.3	868
6	Privately provided public goods in a large economy: The limits of altruism. <i>Journal of Public Economics</i> , 1988, 35, 57-73.	4.3	783
7	Social Image and the 50-50 Norm: A Theoretical and Experimental Analysis of Audience Effects. <i>Econometrica</i> , 2009, 77, 1607-1636.	4.2	761
8	Warm-Glow versus Cold-Prickle: The Effects of Positive and Negative Framing on Cooperation in Experiments. <i>Quarterly Journal of Economics</i> , 1995, 110, 1-21.	8.6	743
9	The simple analytics of the environmental Kuznets curve. <i>Journal of Public Economics</i> , 2001, 80, 269-286.	4.3	648
10	Public goods experiments without confidentiality: a glimpse into fund-raising. <i>Journal of Public Economics</i> , 2004, 88, 1605-1623.	4.3	494
11	Rational Cooperation in the Finitely Repeated Prisoner's Dilemma: Experimental Evidence. <i>Economic Journal</i> , 1993, 103, 570.	3.6	485
12	Estimating Time Preferences from Convex Budgets. <i>American Economic Review</i> , 2012, 102, 3333-3356.	8.5	469
13	The Carrot or the Stick: Rewards, Punishments, and Cooperation. <i>American Economic Review</i> , 2003, 93, 893-902.	8.5	453
14	Risk Preferences Are Not Time Preferences. <i>American Economic Review</i> , 2012, 102, 3357-3376.	8.5	390
15	Do Government Grants to Private Charities Crowd Out Giving or Fund-raising?. <i>American Economic Review</i> , 2003, 93, 792-812.	8.5	336
16	Toward a Theory of Charitable Fund-Raising. <i>Journal of Political Economy</i> , 1998, 106, 1186-1213.	4.5	313
17	Avoiding the Ask: A Field Experiment on Altruism, Empathy, and Charitable Giving. <i>Journal of Political Economy</i> , 2017, 125, 625-653.	4.5	292
18	Beauty, gender and stereotypes: Evidence from laboratory experiments. <i>Journal of Economic Psychology</i> , 2008, 29, 73-93.	2.2	274

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19	The power of asking: How communication affects selfishness, empathy, and altruism. <i>Journal of Public Economics</i> , 2011, 95, 513-520.	4.3	257
20	Is crowding out due entirely to fundraising? Evidence from a panel of charities. <i>Journal of Public Economics</i> , 2011, 95, 334-343.	4.3	208
21	Reasonable Doubt and the Optimal Magnitude of Fines: Should the Penalty Fit the Crime?. <i>RAND Journal of Economics</i> , 1991, 22, 385.	2.3	203
22	AN ECONOMETRIC ANALYSIS OF CHARITABLE GIVING WITH INTERDEPENDENT PREFERENCES. <i>Economic Inquiry</i> , 1998, 36, 410-428.	1.8	202
23	Chapter 18 Philanthropy. <i>Handbook of the Economics of Giving, Altruism and Reciprocity</i> , 2006, , 1201-1269.	0.2	192
24	Leadership Giving in Charitable Fund-Raising. <i>Journal of Public Economic Theory</i> , 2006, 8, 1-22.	1.1	182
25	Charitable Giving by Married Couples: Who Decides and Why Does It Matter?. <i>Journal of Human Resources</i> , 2003, 38, 111.	3.1	173
26	Gun for hire: Delegated enforcement and peer punishment in public goods provision. <i>Journal of Public Economics</i> , 2012, 96, 1036-1046.	4.3	157
27	Measuring time preferences: A comparison of experimental methods. <i>Journal of Economic Behavior and Organization</i> , 2015, 116, 451-464.	2.0	150
28	Chapter 82 Partners versus Strangers: Random Rematching in Public Goods Experiments. <i>Handbook of Experimental Economics Results</i> , 2008, 1, 776-783.	0.2	140
29	Auctions with Artificial Adaptive Agents. <i>Games and Economic Behavior</i> , 1995, 10, 39-64.	0.8	120
30	What Do Bargainers' Preferences Look Like? Experiments with a Convex Ultimatum Game. <i>American Economic Review</i> , 2003, 93, 672-685.	8.5	119
31	What Makes an Allocation Fair? Some Experimental Evidence. <i>Games and Economic Behavior</i> , 2002, 40, 1-24.	0.8	103
32	Charitable Giving. <i>Handbook of Public Economics</i> , 2013, 5, 1-50.	2.6	100
33	The desirability of a permanent tax amnesty. <i>Journal of Public Economics</i> , 1991, 45, 143-159.	4.3	98
34	Asymmetric information about rivals' types in standard auctions: An experiment. <i>Games and Economic Behavior</i> , 2007, 59, 240-259.	0.8	79
35	Do government subsidies increase the private supply of public goods?. <i>Public Choice</i> , 1996, 88, 295-308.	1.7	76
36	Giving gifts to groups: How altruism depends on the number of recipients. <i>Journal of Public Economics</i> , 2007, 91, 1731-1749.	4.3	73

#	ARTICLE	IF	CITATIONS
37	Building rational cooperation. <i>Journal of Economic Theory</i> , 2006, 127, 117-154.	1.1	70
38	Preplay contracting in the Prisoners' Dilemma. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 1999, 96, 10933-10938.	7.1	69
39	Diverging Opinions. <i>American Economic Journal: Microeconomics</i> , 2012, 4, 209-232.	1.2	62
40	IRS as loan shark tax compliance with borrowing constraints. <i>Journal of Public Economics</i> , 1992, 49, 35-46.	4.3	56
41	Identifying the free riders. <i>Journal of Public Economics</i> , 1993, 51, 447-454.	4.3	52
42	Risk preferences of children and adolescents in relation to gender, cognitive skills, soft skills, and executive functions. <i>Journal of Economic Behavior and Organization</i> , 2020, 179, 729-742.	2.0	51
43	Predicting social tipping and norm change in controlled experiments. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2021, 118, .	7.1	48
44	Diversity and donations: The effect of religious and ethnic diversity on charitable giving. <i>Journal of Economic Behavior and Organization</i> , 2016, 128, 47-58.	2.0	44
45	Higher socioeconomic status does not predict decreased prosocial behavior in a field experiment. <i>Nature Communications</i> , 2021, 12, 4266.	12.8	39
46	Can evolutionary dynamics explain free riding in experiments?. <i>Economics Letters</i> , 1991, 36, 9-15.	1.9	36
47	Testing subgame perfection apart from fairness in ultimatum games. <i>Experimental Economics</i> , 2006, 9, 307-321.	2.1	35
48	Do grants to charities crowd out other income? Evidence from the UK. <i>Journal of Public Economics</i> , 2014, 114, 75-86.	4.3	31
49	CRIMINAL DETERRENCE IN THE REDUCED FORM: A NEW PERSPECTIVE ON EHRlich'S SEMINAL STUDY. <i>Economic Inquiry</i> , 1995, 33, 476-483.	1.8	27
50	Risk Preferences Are Not Time Preferences: Reply. <i>American Economic Review</i> , 2015, 105, 2287-2293.	8.5	26
51	Fair weather avoidance: unpacking the costs and benefits of "Avoiding the Ask". <i>Journal of the Economic Science Association</i> , 2015, 1, 8-14.	2.3	25
52	When Fair Isn't Fair: Understanding Choice Reversals Involving Social Preferences. <i>Journal of Political Economy</i> , 2020, 128, 1673-1711.	4.5	23
53	The Carrot or the Stick: Rewards, Punishments and Cooperation. <i>SSRN Electronic Journal</i> , 2003, , .	0.4	22
54	Time inconsistent charitable giving. <i>Journal of Public Economics</i> , 2021, 198, 104391.	4.3	21

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55	altruism in experiments. , 2010, , 6-13.		21
56	Toward an understanding of the development of time preferences: Evidence from field experiments. Journal of Public Economics, 2019, 177, 104039.	4.3	20
57	Gunning for efficiency with third party enforcement in threshold public goods. Experimental Economics, 2015, 18, 154-171.	2.1	17
58	All pay auctions and group size: Grading on a curve and other applications. Journal of Economic Behavior and Organization, 2017, 137, 361-373.	2.0	16
59	Building rational cooperation on their own: Learning to start small. Journal of Public Economic Theory, 2019, 21, 812-825.	1.1	13
60	The Benefits and Costs of Donor-Advised Funds. Tax Policy and the Economy, 2018, 32, 1-44.	0.7	12
61	Altruism in Experiments. , 2008, , 1-7.		11
62	Chapter 54 Analyzing Choice with Revealed Preference: Is Altruism Rational?. Handbook of Experimental Economics Results, 2008, 1, 481-487.	0.2	10
63	Satisfaction Guaranteed: When Moral Hazard Meets Moral Preferences. American Economic Journal: Microeconomics, 2018, 10, 159-189.	1.2	9
64	When Fair Isn't Fair: Sophisticated Time Inconsistency in Social Preferences. SSRN Electronic Journal, 0, , .	0.4	8
65	FOOLING MYSELF OR FOOLING OBSERVERS? AVOIDING SOCIAL PRESSURES BY MANIPULATING PERCEPTIONS OF DESERVINGNESS OF OTHERS. Economic Inquiry, 2020, 58, 12-33.	1.8	5
66	The Pledging Puzzle: How Can Revocable Promises Increase Charitable Giving?. Management Science, 2021, 67, 6198-6210.	4.1	5
67	Charitable Giving. , 2008, , 1-5.		5
68	Charity and Philanthropy, Economics of. , 2015, , 358-363.		4
69	Who Gives? On Empathy and Impulsiveness. SSRN Electronic Journal, 0, , .	0.4	3
70	Introduction to Charitable Giving and Fundraising Special issue. Journal of Public Economics, 2011, 95, 333.	4.3	2
71	Charitable Giving. , 2018, , 1519-1524.		1
72	""Holier than Thou? A Natural Field Experiment on Social Information in Charitable Giving""". Proceedings - Academy of Management, 2015, 2015, 15617.	0.1	0

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73	Altruism in Experiments. , 2018, , 265-271.		0